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services for the small firm

special report

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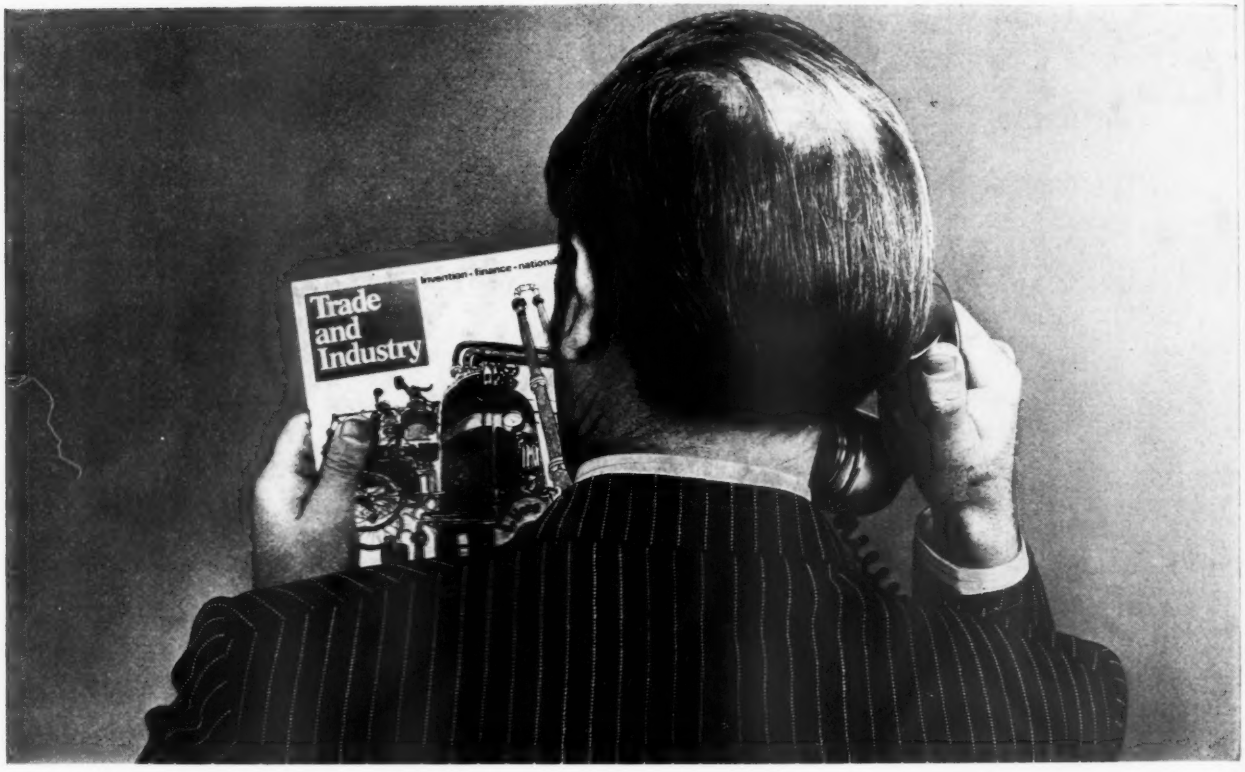

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Trade and Industry

23 January 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

From the articles in our special report on Services for the Small Firm you might get the impression that official, semi-official and private bodies are falling over themselves to put the small businessman on his feet and propel him forward! Our report coincides with an exhibition and seminars at Burnley next week organised by the local Small Firms Information Centre.

Trade and Industry

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Home News

Shirley Williams speaks on supply and demand and potato prices

In a speech at the annual dinner of the National Farmers' Union on 20 January, Shirley Williams, Secretary of State for Prices and Consumer Protection, pointed out that it was all too easy to forget the link between the weather, the volume of crops and the price of food in the shopping-basket until we were forcibly reminded by supply difficulties such as those currently being experienced with potatoes.

She acknowledged that the reduction in potato supplies had caused real problems for many families where potatoes were a major part of their staple diet; for fish fryers who were facing consumer resistance to the high prices they had to charge to cover their costs; and for the potato processors whose operations had been geared to stable supplies at stable prices.

Mrs. Williams went on, 'Some people have had a go at us over the potato shortage. Certainly there was a 5 per cent fall in the acreage planted. But I think all would agree that the biggest factor was the drop in yields due to the long hot summer. There was simply too little rain for the crop to develop properly and as a result average yields per acre are likely to be down from 12.6 tons last year to 8.8 tons this season, well over a quarter. The total crop when the final count is made is likely to be two and a quarter million tonnes below the level for 1974 – one-third less. The quality of what did grow is on the whole good. Disease has mercifully not added to our problems.

'The Government has done what it can to augment supplies coming on to the market – but it simply is not possible to go out and sow and harvest another crop – I wish it were that easy. We must wait until the due season comes round again.

'What we have done is ban exports of ware potatoes – the kind we eat. We lifted restrictions on the import of main crop potatoes though there isn't much around to import owing to the shortage elsewhere. We are also seeking in Brussels the suspension of the common tariff on imports of potatoes from countries outside the Community. The Potato Marketing Board had adjusted the riddle size to allow all the potatoes that are worth selling to be put on the market.

'All these measures taken together cannot fully make good the shortfall in supplies, however. The indications are that consumers are resisting high prices and switching to buying more bread. But demand is still strong – surprisingly so in the face of unprecedented prices.'

She pointed out that any action Government or the trade took to restrain prices artificially could stimulate consumption and so accelerate the run-down of remaining stocks, which could not be replaced until the new season's early potatoes were lifted in any quantity.

Community supplies

Referring to her recent visit to the EEC Council of Agriculture Ministers in Brussels, Mrs. Williams said that the accumulation of surpluses, particularly of milk products, was a measure of the extent to which resources had been misallocated within the Community.

'But the difficult part is tackling surplus production at source by reducing the incentive to produce inefficiently. It can be done. The remedy is to set common prices at a level that reflects the needs of the modern and efficient farm, the balance of supply and demand and the availability of supplies on world markets. This requires a readiness to see producers who cannot make a living at those prices move out of agriculture.

'If there are good regional and social policy reasons for keeping non-viable producers in business, then the cost of those regional and social policy decisions must be met through progressive forms of taxation. It should not be added to the consumers' food bill – which is the most regressive form of taxation.'

She added, 'I think we are beginning to make progress towards the long-term aim of seeing consumer representatives playing a full and informed part in discussion of agricultural policy, as do producer representatives.'

World food production

Turning to the question of world food production Mrs. Williams said that production had kept ahead of the growth in population since the war. 'But if one looks at the trends in more detail, they reveal a disturbing pattern. In the developing world, expansion of output has barely managed to keep pace with the growth in population.'

Here, she said, there is now a chronic food deficit that can only be made good in the short term by massive imports at commercial rates which they can ill afford – or by food aid. In the medium and longer term we must work to help the developing world to become more self-sufficient.

'Meanwhile, we must do all we can to foster commodity agreements that will inject some stability into international markets and benefit producing and consuming nations alike.'

More emphasis on transfer of technology

Greater emphasis should be paid to the transfer of technology, said Eric Varley, Secretary of State for Industry, opening an exhibition, of engineering specialisations, on 20 January.

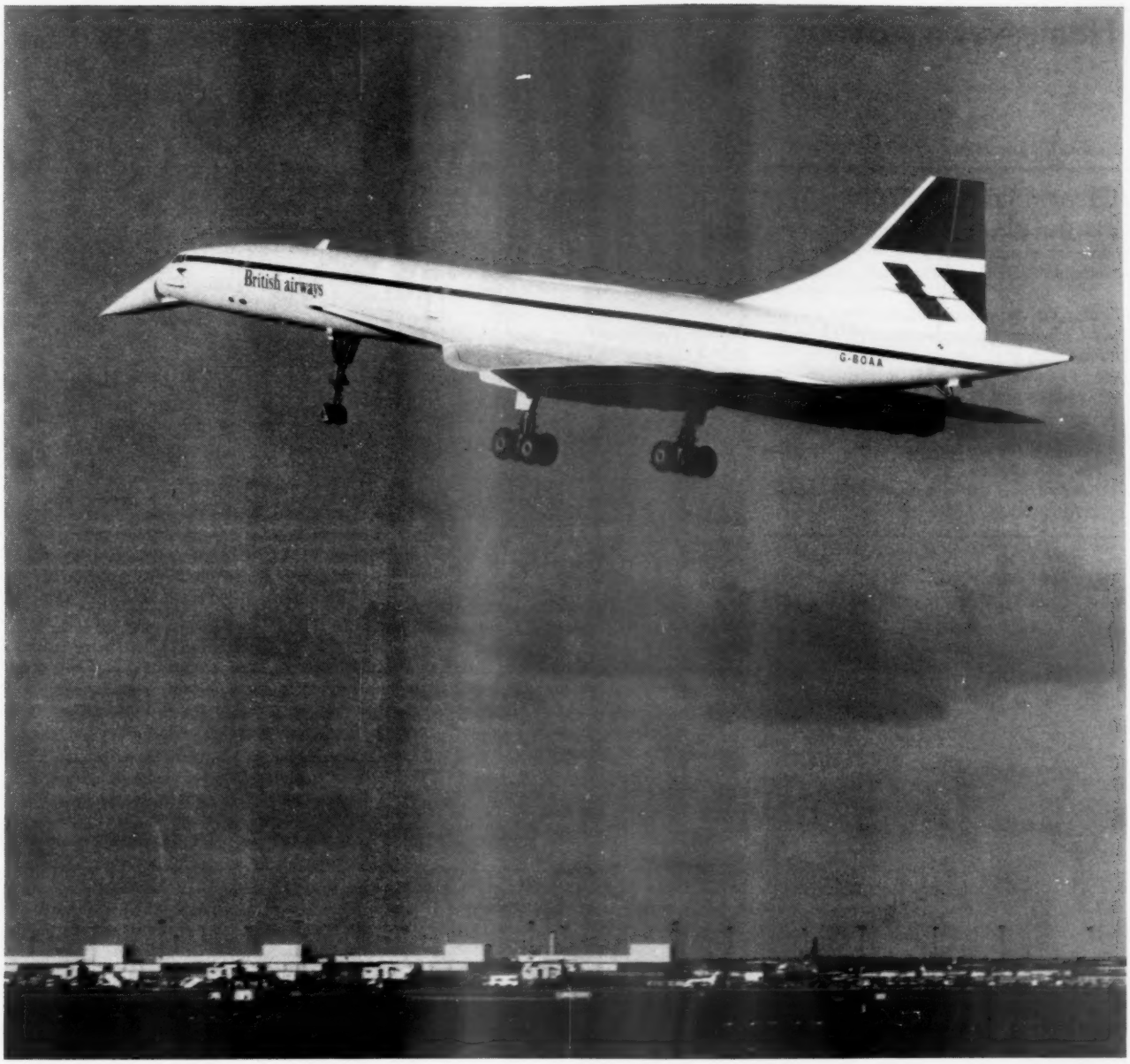
'The Department is reviewing the services which it supports for assisting with the effective transfer of ideas and information,' Mr. Varley explained. 'I intend that greater emphasis should be given to the transfer of technology from the sources which generate them to potential users in industry. Of special importance is personal contact between the scientists and technologists with special knowledge of relevant developments and their counterparts in manufacturing firms.'

The exhibition, at the Design Centre, Haymarket, until 21 February, concentrates on the expertise available in metallurgy, material development, computer-aided design, mechanical, electrical and civil engineering and efficient energy utilisation. Sponsored by the Design Council it features the capabilities of 16 research organisations and consultancies.

Mr. Varley also referred to the agreement at NEDC last week to proceed with the development of an industrial strategy through consideration of the problems and prospects of some 30 sectors of manufacturing industry.

He said: I have arranged that when drawing up the action programmes needed in an industrial sector, one of the many factors to be borne in mind will be the likely impact of relevant technologies. Investment must be aimed at modernisation – of plant, management, and design and manufacturing technigues.

'Some sectors of industry are renowned for the way in which they remain on the crest of the wave of research and development. But I am concerned about the substantial number of firms that do not take full advantage of the facilities offered by organisations in the public and private sector for increasing awareness, not only of new ideas, but of the proven techniques which might assist in improving competitiveness and profitability.'



Concorde 206 comes in to land at Heathrow to prepare for the first supersonic fare-paying passenger flight. British Airways took delivery of its first Concorde in an historic hand-over ceremony at London Heathrow airport on 15 January. The aircraft, registered G-BOAA, the sixth production aircraft, was officially handed over on time by the chairman of BAC's Commercial Aircraft Division, F. W. Page to Henry Marking, British Airways managing director. Mr. Page, who presented Mr. Marking with a hand-over certificate and the Flight Manual said: 'This is another major step forward for Concorde. We have a Certificate of Airworthiness, now British Airways have the first aircraft and on 21 January the world's first supersonic services can begin. We wish British Airways every success in operating this aircraft.' Concorde 206 was flown from BAC Flight Test Centre, Fairford, to Heathrow by Captain Brian Calvert of British Airways and Peter Baker of BAC. At time of the delivery flight the aircraft, which is the tenth Concorde to fly, had completed its flight test programme of 58 hours 35 minutes flying time of which 22 hours 58 minutes were at supersonic speeds.

Concorde enters commercial service

The entry of Concorde into commercial service on 21 January was the subject of two announcements made in Parliament on 15 January.

Peter Shore, Secretary of State for Trade, said that full agreement on overflying rights had now been reached for the service to Bahrain.

Mr. Shore also said that Concorde would be exempted from the Heathrow noise limits.

Service to Bahrain

Answering a Parliamentary Question from Mr. J. W. Rooker (Birmingham, Perry Barr), Mr. Shore said:

'Full agreement on overflying rights has now been reached for the Concorde service to Bahrain due to start on 21 January. I am grateful to the Lebanese, Syrian, Jordanian and Saudi Arabian governments for their co-operation in agreeing the supersonic corridor.'

Operations from Heathrow

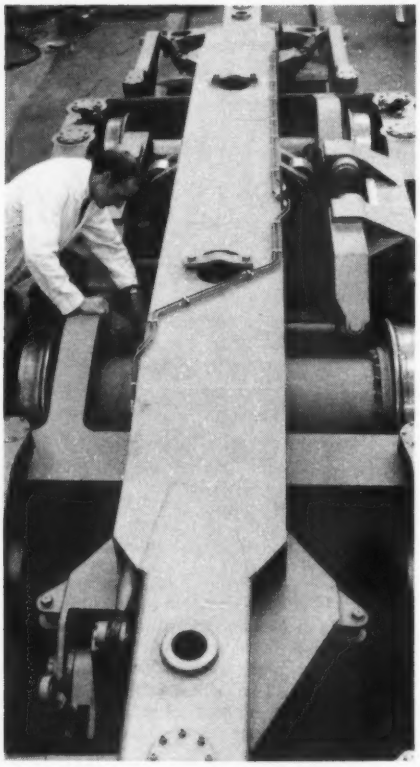
Mr. Shore also announced: 'Arising out of evaluation of the endurance trials, noise abatement procedures are being adopted which should result in an improvement in Concorde's noise performance. These will be developed in operational service.

'I have therefore decided that Concorde will be exempted from Heathrow's noise limits. Monitoring will continue.'

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Clyde Petroleum Ltd. and Anglo-Ecuadorian Oilfields Ltd.
ICI Ltd. and the bulk liquid CO_2 interests of Air Products Ltd.



An engineer at British Rail's Technical and Research Centre at Derby makes final adjustments to the revolutionary suspension system of the Advanced Passenger Train. The system and its team of engineers have recently won the MacRobert Award, made annually by Britain's Council of Engineering Institutions in recognition of an outstanding contribution by way of innovation in engineering or the physical technologies or in the application of physical sciences to enhance the prestige and prosperity of the United Kingdom. The major feature of the system is a combined electro-hydraulic tilt suspension and self-levelling soft-air spring suspension which enables the APT to 'lean' into curves which are unbanked allowing it to travel on existing tracks at speeds of 155 mph.

Second year of Airline Users Committee

Changes, cancellations or delays in flight arrangements, especially for advance booking charters, gave rise to the largest number of complaints received by the Airline Users Committee during its second year of operation. The next largest category concerned tariffs and tickets, particularly surcharges and late delivery of ABC tickets. Altogether 442 complaints were received, compared with 181 during the committee's first year – a substantial increase but 'still very low in relation to the numbers of passengers travelling to and from the United Kingdom'.

The committee's chairman, Lord Boyd-Carpenter, hoped that the air-travelling public would become more aware of the existence of the committee year by year. Basically the committee deals only with individuals who feel they have been unsuccessful in complaining to an airline, although a direct approach to the AUC is not excluded. In effect the AUC considers issues of importance to the airline user, rather than adjudicating on individual complaints as such.

Investigation of complaints is one of the ways the committee can discover the main problem areas affecting airline users, so that it can use its influence in helping to bring about general improvements. During the year ended 30 September 1975 the committee directed its attention to a wide variety of such problems, which are described in its second annual report* published on 14 January. These included:

IPEX tickets. Because of instances where passengers have not fully appreciated that IPEX (Instant Purchase Excursion) tickets are not refundable and that reservations cannot be changed, the committee has suggested to British Airways that the relevant warning given on IPEX tickets issued by their European Division should be clearer and more prominent.

Overbooking. The committee recommends that all passengers who have booked and paid for their seats and are then refused carriage because of overbooking should be compensated (see *Trade and Industry*, 16 January 1976, page 133). The committee recognises that if airlines did nothing to counterbalance the 'no shows' (passengers who fail to report for their flights), fares would inevitably need to be increased. A minority view is that the general public would be better served if airlines looked at the possibility of ending the practice of overbooking, and that meanwhile passengers should give preference according to the order of booking.

Scheduled services. The committee is inquiring into a number of cases where there appear to be gaps in the frequency of scheduled services. It has also followed up complaints about ground delays in relation to BA's recently introduced TriStar service on the London-Belfast route, and has recommended generally that large aircraft should not be introduced on any route until adequate passenger facilities are available at the airports concerned.

Advance booking charters. Complaints about ABCs often arise because passengers are not sufficiently aware of the inevitable drawbacks of these services compared with the more expensive scheduled services. Passengers should be warned not only about possible changes of date and time but also of departure point, although the committee feels that there should be a limit on the distance a passenger has to travel to get to a new departure point.

West London Air Terminal. Following an investigation by the committee into improving facilities for passengers transferring from Gloucester Road Underground Station to West London Air Terminal, British Airways are examining the possibility of a small shuttle bus service.

Heathrow. The committee has expressed its concern over serious baggage handling difficulties and shortage of baggage trolleys at Heathrow, especially at Terminal 3.

Birmingham. The committee has asked the CAA to discuss with the responsible bodies the inadequacies of passenger handling facilities at Elmdon (particularly in the light of the development of the National Exhibition Centre).

Fares. The committee believes that there should be a more simplified structure for European fares. The Authority is discussing this question with British airlines; meanwhile the committee intends to consult other consumer bodies in Europe who may have an interest in this. While the committee is anxious to see fares as low as possible, it finds that the practice of 'under the counter' discounting is haphazard and therefore discriminatory, and hopes that a way can be found to get both foreign and British airlines to bring it to an end.

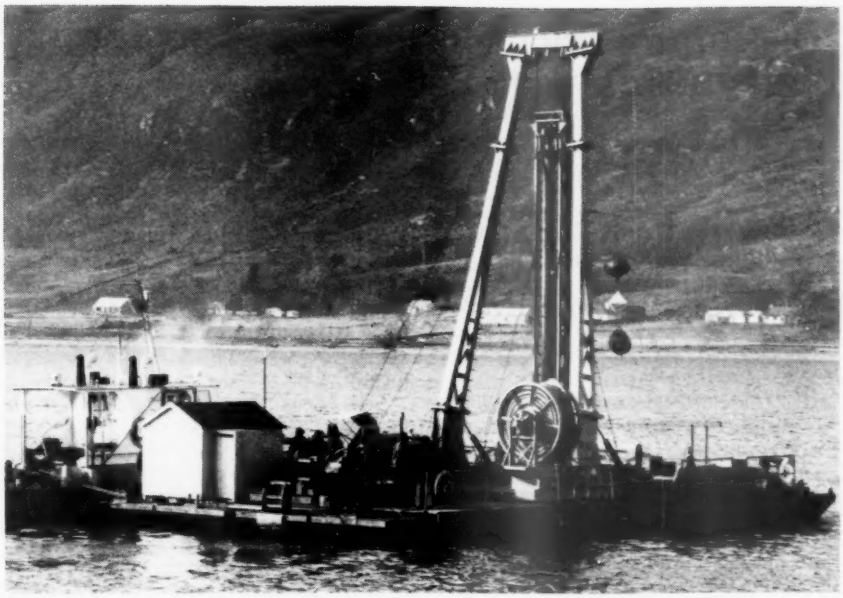
No-smoking. The committee is gratified by the progress made by airlines in providing no-smoking areas on scheduled services. As far as charter services are concerned, the committee hopes that a solution can be found through allocation of seats at check-in.

Handicapped passengers. A sub-committee has been established to examine the problems of handicapped airline passengers, and it is intended to publish a pamphlet giving them advice.

Pilferage. The committee has discussed with the Heathrow police the problem of pilferage of passengers' baggage. Passengers are advised not to pack money or valuable items in their baggage, and to make sure that their baggage is really secure.

Health. After discussions with the Department of Health and Social Security about the risks run by air travellers of contracting

* Airline Users' Committee Annual Report for the year ended 30 September 1975, published by the Civil Aviation Authority, price 68p. Available from CAA, PO Box 41, Cheltenham, Glos, or by personal callers at CAA Central Library, Aviation House, 129 Kingsway, London WC2B 6NN.



The equipment seen here is a sea bed sampler on test in Loch Linnhe, near Fort William. The sampler, is being developed by Taywood Seltrust Offshore in association with Terresearch, the ground engineering specialist company of the Taylor Woodrow group. When the sampler is lowered to the sea bed a series of one metre long samples are obtained. The machine provides undisturbed core samples to a depth of 30 ft. into the sea bed, and has been designed to operate in water depths of up to 1000 ft. For offshore operations the equipment can be erected on standard supply ships.

malaria overseas, the committee has assisted in distributing relevant DHSS literature to holders of Air Travel Organisers' Licences.

Among the tasks which the Committee intends to tackle in its third year is an examination of the punctuality of flights (together with treatment of passengers during flight delays) and of the provision of 'no-frills' services. In the belief that passengers are not always given as much information as they should be given, or not at the right time, the committee intends to publish a booklet giving them advice on a wide variety of aspects of air travel. This will be in addition to the booklet aimed specifically at the handicapped.

Rates of interest on Industry Act assistance

The maximum rate of Interest Relief Grant and the Interest rates for loans under Section 7 of the Industry Act 1972 have been reduced with effect from 19 January.

The rate of Interest Relief Grant available in cases where it would be appropriate to allow an interest free period is reduced from 13½ per cent to 13 per cent for each interest free year.

The 'concessionary' rate of interest on loans for employment-creating projects (Category A) is reduced from 10½ per cent to 10 per cent while the 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (Category B) is reduced from 13½ per cent to 13 per cent.

More firms move further says LOB

More office firms are prepared to undertake long-distance moves. This is the conclusion of a Statistical Handbook, published by the Location of Offices Bureau this week. Drawing on LOBs unique 12 years of decentralisation experience, the handbook includes yearly details of the progress of office decentralisation policy as well as information on the characteristics of office moves. In the last few years a trend towards long-distance dispersal has become apparent. Of the jobs moved by LOB clients in the last two financial years 35 per cent have been to places outside the South East, compared with less than 20 per cent over the previous 10-year period.

The tables and diagrams reveal a number of other trends; for example, the volume of decentralisation has fluctuated considerably over the 12-year period, as has the relative importance of the various reasons why firms consider relocation. Recently, general economic conditions have been reflected in a decline in the level of approaches to the Bureau, as well as a decrease in the proportion of firms considering decentralisation for expansion reasons; but the diagrams show that a similar picture emerged during the recession at the end of the 60s.

Presentation for gallantry at sea

Peter Shore, Secretary of State for Trade, has awarded a piece of plate (a rose bowl) to Victor Ernest Crisp, skipper of the Lowestoft trawler *Boston Sea Fury*. The award is in recognition of his outstanding seamanship and skills when his ship went to the aid of the *Boston Argosy* which was in difficulties in the North Sea.

Investigation into stranding of MV 'Lindenbank'

The Department of Trade has ordered a public Formal Investigation to inquire into the circumstances surrounding the stranding of the MV *Lindenbank* on 16 August 1975.

A further announcement will give the date, time and place of the opening of the hearing.

MV 'Lovat' – formal investigation

The public Formal Investigation into the circumstances surrounding the loss of the MV *Lovat* will open at 10.30 a.m. on Monday, 29

Advertisement

PROTECTION OF WRECKS ACT 1973

Area in Rill Cove, off Kynance Cliff, Cornwall to be designated as a restricted area

The Secretary of State for Trade proposes to make an Order under the Protection of Wrecks Act 1973 designating as a restricted area all within 100m of the site in Rill Cove, off Kynance Cliff, Cornwall where a vessel lies wrecked on the seabed at grid reference 67751345 on Ordnance Survey sheet 6 in to 1 mile SW6 1SE.

After the Order is made and comes into effect it will be an offence within this area to interfere with the wreck or to carry out diving or salvage operations without the authority of a licence granted by the Secretary of State.

If any person or body wishes to make representations about the proposal to make this Order they should write to the Department of Trade, Marine Division, Branch 1C, 90/93 High Holborn, London WC1V 6LP by 9 February 1976.

March at University College, Swansea. It will continue at University College until Wednesday, 14 April.

The hearing will then reconvene after the Easter vacation on Monday, 26 April at Church House Conference Centre, Great Smith Street, London SW1.

The proceedings are expected to last about six weeks. The Wreck Commissioner will be Mr. J. F. Willmer, QC.

Temporary consents for North Sea production and development

Temporary consents under the Petroleum and Submarine Pipelines Act to allow the production of oil and the development of fields in the North Sea to continue have been issued to offshore licensees to cover a six-month period from 1 January.

Announcing this on 15 January in answer to a Parliamentary Question, John Smith, Minister of State at the Department of Energy, added that consents to some limited flaring of gas from three oil fields had also been issued.

He was answering a question from Frank R. White (Bury and Radcliffe) who asked the Secretary of State for Energy "What consents he has issued to holders of petroleum production licences on account of the new terms inserted in their licences on 1 January as a result of the coming into force on that day of the Petroleum and Submarine Pipe-lines Act.'

Mr. Smith in his written reply, said:

'From 1 January development or production can take place only with my Rt. Hon. Friend's (Tony Benn, Secretary of State for Energy) consent, or in accordance with a programme approved under the new licence terms. My Rt. Hon. Friend has issued consents to all offshore licensees with fields under production or development to run for six months from 1 January. These will enable production and development to continue while we discuss with the licensees permanent arrangements under the new terms for providing adequate national control.

'Also from 1 January, flaring of gas can, except in emergency, take place only with the consent of my Rt. Hon. Friend. Consents have been issued for flaring from the Auk and Argyll fields. My Rt. Hon. Friend is satisfied that the quantities of gas to be produced from these fields are too small for delivery ashore to be practical. Consent has also been issued for the flaring of the small excess of gas, above the quantity which can be safely transported in the oil pipe-line, from the Forties field, but the consent is limited to two years from 1 January in case circumstances change.'

'Big improvement in 1975 current balance of payments' says Peter Shore

Peter Shore, Secretary of State for Trade, issued the following statement on the publication of the 1975 trade figures on 16 January: (*see pages* 262 to 269).

'The annual trade figures published today show what a big improvement Britain achieved in its current balance of payments in 1975. Equally they show how long a road we still have to travel.

'In 1974 the deficit was nearly £3.7 billion. In 1975 it was less than half – under £1.7 billion.

'There are two main reasons why we have managed to narrow the gap so significantly.

'First, because of a sustained effort by much of British industry during the worst slump since the 1930s, we have checked the fall in the volume of our exports and increased our share of world trade. The slump, of course, has also meant fewer imports.

'Second, the prices of these imports have not risen so steeply and the terms of trade have been more favourable.

'British exporters have recorded some notable achievements in this most difficult period. Exports to the oil exporting countries have virtually doubled between 1974 and 1975. Exports to the centrally planned economies have increased by 30 per cent.

'Now, at the start of 1976, there are signs that the world slump may be ending and that trade is beginning to recover. Indeed, the volume of UK exports rose in the final months of last year.

'The Government's economic policies are designed to help industry make the most of this recovery in world trade so that increased exports not only improve our balance of trade but also lead to increased industrial output and employment.

'No one should underestimate the task that lies ahead. Our exporters must strive still harder. Our people must give more support to home products. We have a long, hard road to travel – to close the trade gap, conquer inflation and restore the economy and employment. But let no one undervalue the prize that success will bring us: not just economic security but more national independence and greater prosperity.'

Insurance advisory panel to be established

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, told the Industrial Life Offices' Association on 13 January that an Insurance Advisory Panel was to be established to try and predict where future problems may arise in the insurance industry.

Speaking at the Association's quarterly luncheon, Mr. Clinton Davis said that the work had begun on the difficult and complex task of revising the present rules for the winding up of insurance companies.

'The need for the review of the winding up rules was shown up, of course, by the events of 1974 and particularly by the liquidation of Nation Life, which is still going on. It was these events too that confirmed the Government in their belief that additional measures were urgently required for the protection of policyholders even beyond the wide powers of intervention conferred on the Secretary of State by the 1973 Act. Naturally the main objective of these powers was to avoid companies failing. As I and Peter Shore have said repeatedly (and in this respect we were endorsing the views of our predecessors) no system of supervision, however strict, can provide a guarantee against failure.

'Hence the Government's decision to introduce a scheme for the protection of policyholders in failed companies, now given effect in the Policyholders Protection Act that was passed by Parliament in November. The scheme will be administered by the Policyholders Protection Board.

Insurance Advisory Panel

'The events of 1974 however, emphasised the need to look as far ahead as possible in our insurance supervision, so as to try to predict the area in which *next* year's problems may arise. We regard this as more, not less, important now that the industry as a whole, through the policyholders protection scheme, are helping to meet the cost to policyholders of failures that occur.

'This is why we are now setting up an advisory panel of experienced people, from all sections of the insurance industry and its customers, to advise the Secretary of State on the exercise of his powers under the 1974 Act and, in particular, to help us to spot the potential danger areas in good time so that we can take action to prevent a crisis situation developing instead of simply relying on the benefit of hindsight with which my officials and I discovered so many were remarkably blessed.'

Industry expanding at Newtown

Forty new jobs will be provided in Newtown as a result of the expansion of Del Renfrew Packaging Ltd. who are taking a second factory of 10,000 sq. ft. built by the Mid-Wales Development Corporation. This is in addition to their present factory of 10,000 sq. ft.

Del Renfrew Packaging are specialists in the manufacture of blow-moulded pvc bottles and containers for cosmetics and toiletries.

Official appointments

The following appointments have been made by Shirley Williams, Secretary of State for Prices and Consumer Protection.

National Gas Consumers' Council. Baroness Macleod of Borve JP to be chairman of the Council until 31 December 1977.

North Thames Gas Consumers' Council. Councillor G. Taylor to be a member of the Council until 30 April 1977.

Northern Gas Consumers' Council. Councillor Mrs. A. M. Allen to be a member of the Council until 31 March 1978.

Transport Users' Consultative Committee for Scotland. Seventeen appointments have been made. They are: *Mrs. S. Barnett, *Mr. P. Brown, *Mr. I. Cramond JP, *Mrs. A. Cullen, *Miss E. M. Dickie, *Mrs. I. Fraser, *Miss V. Friel, Mr. D. McKinven, *Rev. M. J. Mclellan, Mr. S. J. McMahon CBE, JP, FIIS, *Mr. J. Morrell, *Mr. T. Murphy, Mr. D. F. Myles, Mr. L. G. R. Stewart JP, AMBIM, Mr. R. Stewart, *Mrs. A. Tait, Mr. J. G. Watson JP. * *New members.*

The following appointment has been made by Peter Shore, Secretary of State for Trade:

Civil Aviation Authority: The Hon. Arthur Maxwell Stamp to be a part-time member of the Authority from 1 January 1976 in succession to J. H. Lawrie.

British Shipbuilders Organising Committee appointment

Kenneth Griffin, a former trade union official and at present an industrial adviser in the Department of Industry, is to be a deputy chairman of the Organising Committee for British Shipbuilders and a deputy chairman designate. The appointment was announced by Eric Varley, Secretary of State for Industry, on 13 January.

Mr. Griffin (47) was formerly a full time official of the EETU and district secretary of the CSEU in South Wales. He was seconded from his union to the Department of Trade and Industry in 1971 and is now an industrial adviser in the Department of Industry.

Mr. Varley said he intended to appoint to the Organising Committees for both British Aerospace and British Shipbuilders further members who are now active in the trade union movement. He had asked the Confederation of Shipbuilding and Engineering Unions to put forward names for consideration.

The appointment of Admiral Sir Anthony Griffin as chairman and Graham Day as a deputy chairman of the Organising Committee of British Shipbuilders was announced on 15 December.

Post Office auditors re-appointed

Eric Varley, Secretary of State for Industry, has re-appointed Touche, Ross and Co. of 3 London Wall Buildings, London EC2M 5PH and Coopers and Lybrand of Abacus House, Gutter Lane, London EC2V 8AH, as joint auditors of the Post Office.

The appointment covers the audit of the account for the financial year 1975-76. It has been made in pursuance of Subsection (2) of Section 42 of the Post Office Act 1969, as amended by the Ministry of Posts and Telecommunications (Dissolution) Order 1974.

These two firms were originally appointed as auditors of the Post Office in 1969 and have audited all its accounts since then.

BNOC has 'crucially important job to do for Britain' – Mr. Benn

The British National Oil Corporation held its inaugural meeting in Glasgow on 14 January. Welcoming the launching of Britain's national oil company, Tony Benn, Secretary of State for Energy, said: 'This is an important day for the United Kingdom, Scotland and not least for Glasgow, for it sees the launching of Britain's own national oil company. 'It is from here, Glasgow, that the UK's stake in its own massive offshore resources will be administered by the Corporation.

'It is here that the country, through the Corporation, will steadily acquire its own inside knowledge of the oil industry and its own expertise in the business.

'And it is here that, as we become one of the world's top oil producers, we shall see the BNOC develop into a fully-integrated oil company, with the full support of the Government.

'All this, and the presence here of my Department's Offshore Supplies Office, means that Glasgow and West Central Scotland will play a key role in the development of our offshore resources and capabilities.

'But the oil business is truly international. And the BNOC adds to the growing list of state oil companies across the world. I look forward to the Corporation developing valuable links with other state oil companies.

'The British National Oil Corporation has a huge and crucially important job to do for Britain. We have got to use the oil revenues to develop our country for the benefit of our own people. Here, too, BNOC has a central part to play. It is in the interests of all of us that it should succeed.'

Offshore seminar to be held in Northampton

A one-day seminar on the offshore oil industry is to be held at Little Billing, Northampton, on 25 February. Intended to show Northamptonshire firms the opportunities which exist to supply a wide range of products and service for the offshore market, it is aimed at companies interested in entering the market, and those who plan to extend their activities in it. The seminar will also draw attention to the export services available to industry in the offshore and other fields, through the British Overseas Trade Board and the Central Office of Information.

Some 70 local firms are being invited to take part, many of which are already on the Department of Industry's offshore supplies Register as existing or potential suppliers to the offshore market, and it is hoped that in all, about 200 representatives will attend.

The seminar is being organised jointly by the Department of Industry's East Midlands Regional Office based at Nottingham; the Northamptonshire Engineers Group; and the Northamptonshire Small Industries Committee.

Further information is available from Mr. P. Ball, Offshore Supplies Unit, Department of Industry, Cranbrook House, Cranbrook Street, Nottingham (tel. Nottingham 46121 ext. 273).

Cheese subsidy reduced

A reduction in the cheese subsidy, equivalent to about 2p per lb at retail level, was announced on 19 January by Shirley Williams, Secretary of State for Prices and Consumer Protection. The reduction will become effective from 25 January 1976, and will save an estimated £2 million in the current financial year.

In addition to the reduction in the subsidy on eligible varieties of natural cheeses, consequential cuts are being made on imported cheese products. The old and new rates of subsidy are as follows:

	£ per ton at first hand level		
	Old rate	New rate	Reduction
Imported processed cheese	169	141	28
Imported cheese spread	113	94	19
Imported powdered cheese	316	264	52
Imported grated cheese	188	157	31

The amount of the reduction will be recovered on stocks of subsidised cheese and cheese products held by importers at midnight 19 January 1976 which were not then sold or contracted for sale.

Price Commission interventions during December

During December 1975 the Price Commission rejected 27 notifications of price increases from manufacturing and service companies in Categories I and II. In another 18 cases the companies concerned withdrew their notifications of intended increases and in 55 cases the extent of the increases was reduced by the Commission. See lists below.

Since the beginning of Stage 4 on 20 December 1974, the Commission have rejected a total of 159 notifications and modified 862. 284 notifications were withdrawn.

During December, following discussions with the Price Commission, nine distributors and one construction enterprise in Category II agreed to make price reductions amounting to £6.34 million in order to eliminate excess gross or net profits as revealed in their periodic returns.

Following inspection of records kept by enterprises in Category III, the Commission's Regional Offices secured the agreement of 92 distributors, 22 manufacturers, six service enterprises, 11 professional enterprises and four construction enterprises to make price reductions amounting to £2.60 million in order to eliminate excess gross or net profits. In addition, the Regional Offices secured a total of 59 individual voluntary price reductions following investigation of complaints about price increases.

Note

The Price Commission may intervene to reject or modify notifications submitted by Category I and II enterprises at any time during or after the 28 day period which must elapse before the increase can be implemented.

Announcements about price increases where the Price Commission has not intervened are the responsibility of the company imposing the increase.

Rejections

Company	Product	% increase sought
Category I		
British Steel Corporation	Iron products	10.90
	Steel forging	19.84
The Distillers Co. Ltd.	Cased gin	1.40
ICI Ltd.	Ambla	15.00
	Knit back vynide	9.65
	Woven back vynide	10.49
South of Scotland Electricity Board	Electricity tariffs	19.70
Category II		
Ace Engravers Ltd.	Printers' plates	3.20
Art Reprographic (London) Ltd. and Layton Sun Group Ltd.	Printers' plates	6.67
John Beales Associated Co. Ltd.	Ladies' outerwear	1.44
	Fully fashioned outerwear	6.42
F. J. Bell Ltd.	Laundering	14.76
Brake Cables Ltd.	Conduits and cables	7.92
Burgess Power Tools Ltd.	Electrical power tools (spray guns, band saws)	22.11
	Model 72 Hobbyist kit	21.59
	969 airless sprayer	12.80
County Laundry (Ramsgate) Ltd.	Laundering	8.20
Dagenham Storage Co. Ltd.	Handling and storage of tea and canned goods	6.50
G. H. Downing and Co. Ltd.	Ceramic products	7.29
East Suffolk Laundry Ltd.	Laundering	3.99
Fine Lady Bakeries Ltd.	Bread	3.61
Gillingham Electric Laundry Ltd.	Laundering	5.53
Laporte Industries (Holdings) Ltd.	Phthalic anhydride	17.34
Hugh MacKay and Co. Ltd.	Carpets	6.38
National Car Parks Ltd.	Car parking tariffs	1.59
Royal Albert Laundry Ltd.	Laundering	1.79
Steinberg and Sons Ltd.	Clothing	9.20

Withdrawals

Company	Product	% increase sought
Category I		
Adams Foods Ltd.	Biscuits and cakes	12.50
	Fruit juices	15.00
	Fresh potted products	15.00
British Steel Corporation	Benzole derived products	65.62
Dornay Foods	Granule products	12.50
Peerless Refining Co. (Liverpool) Ltd.	Margarines, cooking fats and oils	0.41
Spillers Foods Ltd.	Dog biscuits and meals	1.99
The Wall Paper Manufacturers Ltd.	Wallpaper and vinyl wall covering	14.26
Category II		
Atkins of Winckley Ltd.	Seamless hosiery	11.00
	Seamless hosiery	12.00
	'Lucky Charm'	5.00
Balfour Darwins Ltd. (Tool Division)	Tools	15.00
Carreras Rothmans Ltd.	Tobacco	2.67
Chubb and Son's Lock and Safe Co. Ltd.	Security equipment and fittings (locks, safes, bank screens, etc.)	10.00
James Cropper and Co. Ltd.	Paper	9.50
Ibstock Building Products Ltd.	Facing bricks	7.66
Inveresk Stationery Co. Ltd.	Envelopes, pads, files, etc.	7.93
MacGregor Wallcoverings Ltd.	Wallcoverings	8.20
Sevalco (Holdings) Ltd.	Carbon black	10.77
United Sterling Corporation Ltd.	Thermoplastic compounds	9.09
Van Leer (UK) Ltd.	Steel drums	9.09
Vulcanite Ltd.	Bituminous felt roofings, etc., and damp proof courses	3.50

King & Co
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INDUSTRIAL & COMMERCIAL PROPERTY

Modifications

Company	Product	% increase sought	% reduction made (percentage points)
Category I			
Advance Contract Laundries Ltd.	Contract laundering	10.39	1.90
Allied Bakeries Ltd./Cranfield Bros. Ltd.	Cakes, buns, and fermented goods	5.70	0.54
Associated Biscuits Ltd.	Biscuits	4.39	0.09
Blaw Knox Ltd.	Paver finishers	9.37	0.12
BOC Ltd. (Arc Welding Consumables Division)	Electrodes, fluxes and wires	4.50	0.40
British Transport Hotels Ltd.	Hotel services including apartments, food and drink	0.98	0.05
CAV Ltd.	Diesel, electrical and mechanical equipment for the automotive industry plus the related after sales service	7.76	1.13
The Distillers Co. Ltd.	Bulk whisky	4.94	0.34
Peerless Refining Co. (Liverpool) Ltd.	Edible oils and fats	4.75	0.02
Richmond Park Laundry Co. Ltd.	Charges for contract laundering services	16.35	5.93
Sadia Water Heaters Ltd.	Electric heating equipment	6.28	0.06
Satchwell Control Systems Ltd.	Electrical and electronic temperature detectors and control boxes; electrical and mechanical valve actuators, valves	26.40	8.50
Smart and Brown Engineers Ltd.	Electric cookers and relevant spare parts	9.03	0.24
	Electric freezers and relevant spares	1.30	0.47
Tate and Lyle Transport Ltd.	Road haulage contracting	7.07	3.27
Trust Houses Forte Catering Ltd.	Quality drink, food and beverages	6.28	0.62
United Biscuits Ltd.	Biscuits, crisps and processed nuts	7.26	0.99
Vactite Ltd.	PTFE covered equipment, wires, moulded and machined products, electronic components	12.94	1.94
		12.94	1.94
T. I. Weldless Ltd.	Hot rolled seamless carbon and alloy steel tubing	5.81	0.01
Yardley of London Ltd.	Perfumery, cosmetics and luxury soaps	7.52	0.13
Category II			
Armco Ltd.	Small diameter steel tubing	6.40	1.32
Avery-Denison Ltd.	Physical testing and dynamic balancing machines	6.79	0.61
Berger Paints Ltd.	Decorative paints, vehicle refinishing paints	8.02	0.47
Bestobell Aviation Products Ltd.	Air conditioning, flexible connectors, seals, coupplings, thermal and acoustic insulation, etc.	4.30	0.02
Bestobell Seals Ltd.	Engineering sealing products, etc.	18.30	3.16
Blake and Sons (Gosport) Ltd.	Marine toilets, seacocks and related products	10.00	1.55
Bovril Ltd.	National Dried Milk:		
	Full cream powder	16.80	0.70
	Half cream powder	27.50	0.57
Burroughs Machines Ltd.	Computers	1.70	0.12
	Customer servicing	7.90	2.01
Cole Plastics Ltd.	Heavy duty compounds, low density polyethylene	16.00	0.57
County Laundry (Ramsgate) Ltd.	Laundering and dry cleaning	4.52	1.00
J. A. Crabtree and Co. Ltd.	Wiring accessories, circuit breakers, control gear	9.42	1.47
Dawson and Usher Ltd.	Steel wire and fibre ropes	20.63	13.13
Firth Carpets Ltd.	Tufted carpets	3.58	0.21
F. Francis and Sons Ltd.	Steel and tinplate drums and cans	3.71	0.10
Glaxo Laboratories Ltd.	Minadex syrup	30.00	1.40
Goodlass Wall and Co. Ltd.	Decorative paints	5.70	0.88
Greenall Whitley and Co.	Wholesale beer	5.77	0.53
Hall Thermotank International Ltd.	Total range of refrigeration service and repair work	10.94	0.70
Haymarket Publishing Group Ltd.	Magazine titles, advertising rates	6.82	0.53
Inver House Distillers Ltd.	Cased spirit	39.26	0.57
Johnson and Johnson Ltd.	Dressings, clinical sheets, swabs, etc.	4.51	0.06
Lankro Chemicals Ltd.	Epoxy range	3.50	0.52
Lindsey Oil Refinery Ltd.	Processing fees for refining	3.38	1.74
May and Baker Ltd.	Ebonic acid	6.82	0.10
Midland Heat Treatments Ltd.	Heat treatment processes:		
	Vibrators and rotary tables	10.00	0.66
	General heat treatments	10.00	0.69
	Shot blasting	10.00	0.16
	Salt baths	10.00	0.55
	Induction	10.00	0.29
3M UK Ltd.	Reflectolite sheeting	10.81	0.17
Nelco Ltd.	Special purpose motors	6.78	0.16
George Outram and Co. Ltd.	Advertising rates	9.07	4.58
Phoenix Steel Tube Co. Ltd.	Carbon drawn seamless, drawn welded, and welded carbon steel tube	8.85	2.28
John Pring and Son Ltd.	CO_2 welding wire and mild steel wire	7.81	1.06
Ripaults Ltd.	Electrical cable and automobile accessories	4.50	0.07
Tenneco Organics Ltd.	Coal tar based disinfectants	18.26	2.49
Western's Laundries Ltd.	Laundering and dry cleaning	6.31	1.55
Whitfield Hodgsons and Brough Ltd.	Shoe repair machinery	15.96	0.20

Bread prices in Northern Ireland

The cost of producing and distributing bread in Northern Ireland is about 3½p-4p per loaf greater than in Great Britain, whereas the industry's revenue is only 2p-2½p more. These figures emerge from a report by the Price Commission on bread prices in Northern Ireland, published on 15 January.

Replying to a Parliamentary Question from Frank White (Bury and Radcliffe), Shirley Williams, Secretary of State for Prices and Consumer Protection said:

'On 13 August 1975 a certificate was issued under paragraph 83 of the Price Code to allow bread prices in Northern Ireland to rise by 1p per 28 oz loaf to safeguard bread supplies in the Province; this made the maximum price in Northern Ireland 2p higher than in most parts of Great Britain. At the same time I asked the Price Commission to undertake a study of bread prices and costs in Northern Ireland compared to those in Great Britain.

'The Commission has now completed its report. In the period covered, bakery costs were nearly 1p per large loaf greater in Northern Ireland than in Great Britain and the costs of selling and delivery were nearly 3p greater, whereas the revenue from bread was only 2p-2½p more. The report shows that the baking industry in Northern Ireland was losing some ½p-1p per loaf.

'The Government is discussing these findings with representatives of bakery employers, trade unions and consumers with the objective of limiting further price rises in the Province.

'In the interests of economy this report will not be printed, but copies have been placed in the Library. Further copies are available from the Price Commission on request.'

The certificate under paragraph 83 of the Price Code was announced in a joint statement on 13 August 1975 by Stanley Orme, Minister of State for Northern Ireland, and Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection (*Trade and Industry*, 22 August, page 439).

After the price rises implemented under the certificate, bread prices in Northern Ireland were generally 2p per loaf more than in Great Britain. The maximum price for a large sliced loaf is currently 19p in Northern Ireland compared with 17p in most of Great Britain.

Industrial relations procedures – DE manpower paper published

Improved procedures can make an important contribution to better industrial relations. They can establish accepted standards of behaviour, give early warning of problems and provide fair and rational arrangements. They can affect the whole style, tone and morale of an enterprise.

These conclusions are reached in a study* of industrial relations procedures published on 14 January by the Department of Employment.

The study claims that the Donovan Commission was right to stress the importance of improved procedures but suggests that the emphasis the Donovan Report placed on procedural reform may have fostered misconceptions about what can be achieved by these means. The study recognises that

* Industrial Relations Procedures. Department of Employment Manpower Paper No. 14, HMSO, price £1.20.

procedural reform 'will not solve the major economic, political and social problems giving rise to industrial conflict in an inflationary era' but goes on to say that it would be unfortunate if the real contribution which good procedures can make to improving industrial relations were to be discounted because of this.

The study is based on inquiries carried out in 1973 and 1974 by the Commission on Industrial Relations but not brought to completion before its abolition. At the request of the Department of Employment, Norman Singleton, formerly Deputy Chairman of the CIR, made use of the information gathered during the inquiries to prepare this booklet.

Implementation of Employment Protection Act

The sections of the Employment Protection Act dealing with the handling of redundancies and employees' rights in insolvency will be brought into force in April. This was announced on 13 January by Albert Booth, Minister of State for Employment, when in a Parliamentary Answer he gave a provisional timetable for the implementation of the Act.

An employer who proposes to make any employees redundant will have to consult recognised independent trade unions as soon as possible and in any event at least 90 days in advance in cases of 100 or more dismissals over a period of 90 days or less, and at least 60 days in advance for cases of 10 or more dismissals over 30 days or less. He will also have to notify the Secretary of State for Employment on the same time scale in the case of all redundancies of 10 or more employees.

Under the insolvency provisions employees owed wages or other payments when their employers have become insolvent will be able to obtain the outstanding money through the Redundancy Payments Fund.

These provisions will be followed, probably in June, by the main group of individual rights set out in Part II of the Act, including protection for trade union membership and activities; the new maternity rights, including the right for a woman to have her job back up to 29 weeks after the baby is born and protection against dismissal on grounds of pregnancy, but excluding maternity pay; and most of the amendments to the unfair dismissal legislation and the Redundancy Payments and Contracts of Employment Acts.

The removal of the small firms' exclusion from the unfair dismissal provisions together with the extension of the legislation on unfair dismissal, Redundancy Payments and Contracts of Employment to more part-time workers will be introduced later as caseloads before industrial tribunals permit.

The timing of the introduction of the provisions on the disclosure of information and time off work to take part in trade union duties and activities will depend on the production by ACAS of the necessary Codes of Practice.

The Government has already announced that it will not introduce the two most expensive items in the Act, guarantee payments for employees laid off or working short time and maternity pay for a woman leaving to have a baby, until 1977. It considers April 1977 to be the most suitable date for the introduction of maternity pay, in view of the link between the Maternity Pay Fund and employers' National Insurance Contributions.

In view of the preparation necessary for large employers with computerised pay rolls the provision placing a duty on employers to provide employees with itemised statements of pay will be deferred until early in 1977.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
5 January 1976		
948,540	Smithkline Corporation	Improvements in or relating to 1-aralkylcy clopropylamines
1,108,040	Smithkline Corporation	Derivatives of oripavine and thebaine
1,148,227	Smithkline Corporation	1-cycloalkylmethyl-2, 3-dihydro-1, 4-benzodiazepines
1,153,977	Smithkline Corporation	9-cycloalkyl-lower alkyl-piperidylidene derivatives of xanthenes and thiozanthenes
1,165,255	Smithkline Corporation	9-piperidyl and 9-piperidylidene derivatives of acridan
1,173,701	Smithkline Corporation	5-substitued-1, 4-benzodiazepines
1,198,968	Smithkline Corporation	Improvements in or relating to process for preparing diacylglycerols and intermediates therefor
1,198,969	Smithkline Corporation	Improvements in or relating to process for preparing a glycerol ester
1,202,138	Smithkline Corporation	Improvements in or relating to method of preparing acridines and intermediates therefor
1,202,140	Smithkline Corporation	Benzodiazepine derivatives
1,340,457	Smithkline Corporation	N-phenlisoaklkyl-B-alkoxy-B-trifluorom ethylphenalkylamines
927,089	Lambert Howarth and Sons Ltd.	Improvements in the manufacture of footwear
1,274,631	Lambert Howarth and Sons Ltd.	Improvements in the manufacture of shoes or slippers
1,172,051	Ernst Leitz GmbH	A stereoscopic microscope
1,215,926	The Glacier Metal Co. Ltd.	Improvements in or relating to tool-change mechanisms
1,232,650	Saladin AG	Improvements in or relating to the coating of backing materials with particulate materials
1,299,887	Fuveau SA, formerly known as Manufactures J. R. Bottu	New penicillin derivatives
1,312,572	Frederick William Peters	Slings
1,401,824	Gallaher Ltd.	Oxidised polysaccharide
7 January 1976		
1,226,862	Breveteam SA, formerly known as Brevetex SA	An adhesive composition
1,239,430	Breveteam SA, formerly known as Brevetex SA	A porous textile floor-covering product
1,072,037	Roy Neville	An improved hand-operated machine for scything grass, weeds and like plant growth
1,216,012	Price Brothers and Co. Ltd.	Improvements in or relating to pillows
1,267,447	Leon Petroff	Framework components
1,319,241	The Shoe and Allied Trades Research Association	Improvements in or relating to shoe manufacture
1,345,969	S. A. Martin, formerly known as Societe d'Etudes et de Vente de Materiels pour La Fabrication et Le Faconnage du Carton Ondule-Martin	A device for the control of the synchronised feeding of articles in sheet form to a cyclically operating machine

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 44 within two months after the date of endorsement.

E. Armitage
Comptroller

Small Firms Information Centres

Centre	Telephone	Freefone area	Freefone	Telex
Birmingham	021-643 3344	West Midlands	4054	337919
Bristol	294546	South West	9910	449650
Cardiff	396116	Wales	1208	497515
Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
Newcastle	25353	Northern	529	537429
Nottingham	49791	East Midlands	4062	377313

Technology News

Exposure to radon – reducing the risks

Some miners in non-coal mines could be exposed to a long term health risk from breathing a radioactive gas called radon, released naturally from radioactive minerals in the earth's crust. Although present in the air we breathe, it tends to occur in higher concentrations in caves and mine workings.

The risk is described in two surveys commissioned by HM Mines and Quarries Inspectorate and published by the National Radiological Protection Board (NRPB).

The Inspectorate says that following a priority action programme of improved ventilation carried out in conjunction with both sides of industry, the problem of reducing radon levels is now confined to three tin mines in Cornwall, employing around 450 men. Substantial improvements in radon levels at these mines have already been made and it is aimed to achieve acceptable levels within the next few months.

Coal mines, which employ about 99 per cent of all UK miners were not included in the surveys, details of which are given in a report* by the NRPB which carried them out. This was because no significant concentrations of radon had been found during previous NRPB work in coal mines with the Inspectorate. Further research has been conducted into coal mines to confirm the earlier findings.

Experience in other countries suggests the crucial factor for health protection is the cumulative exposure to radon over a working lifetime. The risk is of an increased chance of lung cancer, if the gas is inhaled in concentrations throughout long periods.

The NRPB recommends a safety level and states that general compliance with this level should be achieved as soon as reasonably practicable, but it is likely that this will take years. It says: 'If the importance of the cumulative rather than annual exposure and the magnitude of the estimated exposures is borne in mind, this transition period appears reasonable from the point of view of radiological protection.'

The main survey by the NRPB, conducted in 1973 and 1974 covered a representative sample of 41 non-coal mines (underground workforce 1,800 men) out of the country's 100 non-coal mines (underground workforce 2,946). Both size and geological factors were taken into account in the selection. Twelve of the mines investigated initially, employing more than 700 men underground at the time, had radon concentrations above a safety level set by the United States, and adopted by the NRPB as being the most appropriate at present, for the purposes of the survey.

A follow-up survey completed in 1975, which included many of the previous non-coal mines visited plus others, says the report showed that some mine companies had reduced concentrations of radon in their mines. By then the number of men exposed above the recommended limit had been reduced to about 500.

* Radon and its Daughters in Various British Mines (NRPB-R39) is available from HMSO, price 50p, plus postage.

The Tri-Wall Pak container, the triple thickness fibreboard export packaging material, used for packing naval instruments and equipment, machine tools, etc., was recently tested by being sent over Niagara Falls. It was recovered intact (see top right) with its contents of crystal glass, surrounded by salt, dry and undamaged.

Parliament

Monday, 12 January

Assistance to industry

Mr. R. E. Bean (Rochester and Chatham) asked what steps are being taken to monitor the grants of £200 million given to industry under Section 8 of the Industry Act 1972.

Mr. MacKenzie replied that special monitoring arrangements, depending upon the form of assistance and the nature of the Company concerned, apply to all assistance provided under the Act. These would apply to all forms of assistance made available through the Special Schemes under Section 8 announced by the Chancellor of the Exchequer since April 1975.

Encouragement of new petro-chemical industries

Mr. Bean inquired about steps being taken to encourage new petro-chemical industries based on North Sea oil.

'The Department has taken the initiative in meeting major petro-chemical companies for discussions on their investment plans,' said Mr. Kaufman. 'A number of projects are under active consideration by the companies.'

Report: 'Retirement to the South West of England'

Mr. Peter Mills (West Devon) asked if the Secretary of State for Industry had received a copy from the South West Economic Planning Council of their report entitled 'Retirement to the South West of England,' and if he would take steps to deal with the issue raised in the report.

Mr. MacKenzie answered: 'This report provides a useful addition to knowledge about the economy of the South West Region but does not identify any issues requiring action by me.'

Financial grants to Yorkshire and Humberside

Mr. Richard Wainwright (Colne Valley): asked for a list of the categories of financial grants made by the Department of Industry to bodies voluntary and statutory, in the Yorkshire and Humberside Region in each of the last five years, indicating the total amount paid into each category in each respective year.

Mr. MacKenzie said: 'A grant in aid of £12,000 has been paid to the Yorkshire and Humberside Development Association in 1974/75, and a similar sum in 1975/76. A wide range of regional and other financial incentives is available to industry in the Yorkshire and Humberside Region, but a full geographical breakdown of expenditure is not available. Information on specifically regional incentives is published in the Annual Reports of expenditure under the Industry Act 1972.'

Effect of VAT on boat-building

Rear-Admiral Morgan-Giles (Winchester) asked what percentage reduction in home orders within the boat-building industry has occurred since the imposition of the 25 per cent rate of VAT.

Mr. Kaufman replied: 'I understand from the Ship and Boat Builders National Federation that the drop in home sales since the introduction of 25 per cent VAT has been in excess of 50 per cent. This cannot, of course, be ascribed solely to the introduction of 25 per cent VAT.

Post Office Review Committee

Mr. John Golding (Newcastle under Lyme) asked if the Secretary of State for Industry would announce the composition of the Committee under Mr. C. F. Carter to review the Post Office.

Mr. Varley's reply was published in last week's *Trade and Industry*, page 138.

Post Office business

Mr. Gwilym Roberts (Cannock) and Mr. Richard Wainwright asked how many letters and packets, were handled by the Post Office during the 1974 Christmas period, and the Christmas period, 1975.

Mr. MacKenzie said: These are matters for the Post Office who inform me that over the period 13 December 1975 to 2 January 1976 the figures are as follows:

	Millions	
	1974/75	1975/76
First class letters and packets	282	187
Second class letters and packets	524	449
Total	806	636
Parcels	10.8	7.8

'It is not possible to provide separate figures for letters and packets. The 1975/76 figures are provisional.'

Mr. Wainwright asked what was the gross revenue accruing to the Post Office from mail during December 1974; and the latest prediction for gross revenue from mail for December 1975.

'Revenue figures are a matter for the Post Office,' said Mr. MacKenzie. 'I am informed, however, that for the 7 December 1975-10 January 1976 accounting period revenue from posted items is predicted as £100 million, subject to final adjustment, compared with £69 million in 1974-75.'

Cheese subsidy

Mr. Michael Latham (Melton) asked the Secretary of State for Prices and Consumer Protection: 'What is now the annual cost of the cheese subsidy for each of the categories of cheese listed in the Under Secretary of State's reply to the honourable Member for Melton on 15 November 1974?'

Mr. Maclennan answered: 'The most reliable basis for estimating expenditure is the payment statistics. These are not maintained in precisely the same groups as those indicated in previous replies, which were based on broad estimates of consumption for which no up-to-date assessment is readily available. The payment figures indicate that expenditure in 1975/76, based upon the current rate of subsidy and the latest forecast of consumption, would be as follows:

Type	Cost (£ million) Subsidy rate £188 per ton
Cheddar and Cheshire	47.2
Caerphilly, Derby, Double Gloucester Dunlop, Lancashire, Leicester, Wensleydale, White Stilton.	8.2
Danbo, Edam, Elbo, Esrom, Fynbo, Gouda, Havarti, Maribo, Molbo, St. Paulin, Samsoe, Svenbo, Tybo.	4.5
Processed cheese, cheese spreads and powdered cheese.	1.1

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Minister of State: Gregor MacKenzie
Parliamentary Under-Secretaries of State: Lord Melchett
Neil Carmichael

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection:
Shirley Williams

Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Mr. Latham also asked what was the average weekly saving for a typical family of two adults and two children arising from the cheese subsidy.

Mr. Maclennan said: 'On the basis of the National Food Survey results for the third quarter of 1975, the estimated average saving is about 9p per week.'

Tuesday, 13 January

Cheese prices

Mr. Wainwright asked in what areas of the UK retail consumers are charged the maximum prices permitted under the Cheese Prices Order.

'Cheese prices vary from shop to shop in all areas and full information is not available', said Mr. Maclennan, 'but a number of shops in various parts of the country, including many outlying areas, are known to have been charging the maximum prices specified in the Order for some varieties of cheese.'

Mr. Wainwright also asked what was the average retail profit margin preserved by the Order, expressed as a percentage of selling price.

Mr. Maclennan answered: 'Retail profit margins for cheese vary according to the nature of the business and it is not possible to calculate the average. The Cheese Prices (No. 2) Order 1975 requires each retailer not to exceed the gross percentage margin he obtained on cheese in a 7-day period including 13 August 1974.'

Mr. Wainwright then asked for the number of representations received from trading and consumer organisations since the publication of the Cheese Prices Orders in November.

'We have received no representations since the publication of the Cheese Prices (No. 2) (Second Amendment) Order 1975,' said Mr. Maclennan. 'Organisations representing the trade, consumers and enforcement authorities were consulted before the Order was made.'

Mr. Wainwright asked the Secretary of State for Prices and Consumer Protection 'What guidance she proposes to issue to local consumer protection departments regarding explanation of the Cheese Prices Order of November 1975 to retailers and enforcement of it?'

Mr. Maclennan answered: 'My Department has provided local consumer protection departments with detailed notes explaining the provisions of the price regulation orders and giving advice on enforcement. Before the Cheese Prices (No. 2) (Second Amendment) Order 1975 came into operation a supplementary note explaining its effect was issued to them.'

Price of potatoes

Mr. Teddy Taylor (Glasgow, Cathcart) asked for the most recent retail prices of various grades of potatoes and comparable figures on the same date in each of the previous five years.

Mr. Maclennan gave average retail prices of white and red loose potatoes, as collected for the General Index of Retail Prices, at 11 November 1975, the latest date for which this information is available, and comparable figures for five earlier years, as follows:

New pence per lb

	17 Nov. 1970	16 Nov. 1971	14 Nov. 1972	13 Nov. 1973	12 Nov. 1974	11 Nov. 1975
Potatoes: old, loose, white	1.7	1.8	2.1	2.3	3.1	7.0
old, loose, red	2.0	2.2	2.5	2.8	3.6	7.5

Yorkshire and Humberside

Mr. Wainwright asked the Secretaries of State for Prices and Consumer Protection and for Trade for lists of the categories of financial grants made by their respective departments to bodies voluntary and statutory, in the Yorkshire and Humberside Region in each of the last five years; indicating the total amount paid into each category in each respective year.

Mr. Maclennan answered, 'My Department is responsible for a grant in aid to the National Council of Social Services, and for the expenditure on local price comparison surveys and consumer advisory centres announced in "The Attack on Inflation" (Cmnd 6151, para 32). Expenditure in the Yorkshire and Humberside region in 1974/75 and 1975/76 is as follows:'

	1974/75	1975/76
NCSS (support for new Citizens Advice Bureaux and improvement of existing Bureaux)	£14,500	£13,000
Local price comparison Surveys		£8,130

'In addition it is planned to spend £90,000 on Consumer Advice Centres, and a small part of this may fall in 1975/76.

'I regret that information for the years before the Department of Prices and Consumer Protection was set up is not readily available.'

Mr. Deakins said: 'A number of grants, of which details are not readily available, have been made to trade associations and other bodies in the region in support of export promotion. In addition the English Tourist Board which is supported by the Department of Trade has made grants as follows to the Yorkshire, Cleveland and Humberside Tourist Board:

	£
1971-1972	12,000
1972-1973	17,250
1973-1974	22,000
1974-1975	34,000
1975-1976	42,000

Origin marking of footwear

Mr. Terry Walker (Kingswood) asked if the Secretary of State for Prices and Consumer Protection, would take action to ensure that all footwear items are clearly marked with their country of origin.

Mr. Williams replied: 'The Trade Descriptions Act 1972 already requires origin marking for all imported goods to which a United Kingdom name or mark is applied. I have no power to require further origin marking, except where this appears necessary or expedient in the interests of persons to whom goods are supplied. I do not consider that this condition is satisfied in respect of footwear. But there will be an opportunity to review the scope of the powers during the current review of the Trade Descriptions Act 1968. Meanwhile domestic manufacturers are free, of course, to mark their footwear as made in Britain.'

Nuclear research

Mr. T. H. H. Skeet (Bedford) asked the Secretary of State for Energy, when the site for the thermonuclear fusion programme is to be settled.

Mr. Anthony Wedgwood Benn, Secretary of State for Energy, said, 'We expect the European Commission to put forward proposals on the siting of the Joint European Torus (JET), early in 1976. I cannot forecast the date of the decision on this.'

Mr. Skeet also inquired about nuclear research currently being undertaken at Ispra in Italy and Culham in the UK.

Mr. Benn said: 'Over a half of the activities at Euratom's Joint Research Centre, Ispra, are devoted to nuclear research. The largest nuclear programme there is on reactor safety: other nuclear programmes include those on the handling and disposal of radioactive wastes, technical assistance to nuclear power plant operators and a modest programme, begun in 1974, on fusion technology. Further nuclear research activities are carried out at the other establishments of the Joint Research Centre in the Netherlands, Belgium and the Federal Republic of Germany.

Details of the research undertaken at Culham (basically fusion) are given in the United Kingdom Atomic Energy Authority's Annual Report 1974/75, a copy of which is in the library.'

Mr. Skeet then asked what nuclear research is currently being undertaken in the principal nuclear establishment of the Federal Republic of Germany and in France.

Mr. Benn said, 'These details are contained in the "Fourth Nuclear Programme 1973 to 1976 of the Federal Republic of Germany," which was published by the German Federal Ministry for Research and Technology in 1974, and in two publications by the French Commissariat a l'Energie Atomique: the 1974 Annual Report, and a review of the CEA's Scientific and Technological Activities in 1974. Copies of these are available in the library.'

Automatic postal sorting machines

Lord O'Hagan asked how much increased cost to the Post Office, Government departments and the community at large, would result from the introduction of automatic sorting machines which cannot cope with reused envelopes.

Lord Melchett answered: 'The Post Office has advised me that automatic sorting machines can cope with reused envelopes provided the phosphorescent code marks imprinted on the envelope have been completely obscured by, for example, a standard adhesive label.

'I am not aware of any instance where Government departments, which are encouraged to reuse envelopes wherever possible have changed their practice primarily or solely as a result of the introduction of automatic sorting machines by the Post Office. As the other points raised in the Question are the responsibility of the Post Office, I have asked the Managing Director (Posts) to write to the Noble Lord.'

Trade in dairy produce

Lord Vernon asked for information on the total net annual value of imports or exports of dairy produce for the last three years for: the United Kingdom, and the Netherlands.

Lord Melchett gave the following latest comparable information.

£ million

	1972	1973	1974	1975 Jan.-Jun.
United Kingdom imports (cif)	254.1	214.4	326.9	209.9
United Kingdom exports (fob)	20.6	41.5	36.7	22.8
Netherlands imports (cif)	44.3	84.9	117.0	75.4
Netherlands exports (fob)	259.7	359.3	395.7	275.7

Sources: United Kingdom figures are taken from the Overseas Trade Statistics and figures for the Netherlands are derived from the OECD Series B publication for years 1972 and 1973 and from national sources for 1974 and 1975.

Organisation Committee for British Shipbuilders

Mr. Frederick Willey (Sunderland North) asked the Secretary of State for Industry to announce further appointments to the Organisation Committee for British Shipbuilders.

Mr. Varley's reply is published on page 199 of this issue.

Wednesday, 14 January

Potato prices

Questions on the prices charged for potatoes were asked by Mr. Teddy Taylor (Glasgow, Cathcart), Mr. Gwilym Roberts (Cannock), and Mr. Sydney Tierney (Birmingham, Yardley).

Mrs. Williams replied: 'The Price Commission carried out an inquiry into potato prices and margins at my request in the summer and has continued to monitor prices since then. All the indications are that the level of prices simply reflects the supply position of a one-third decline, following a difficult growing season in which yields per acre were sharply reduced. We have no evidence that unreasonable charges are being made at any stage of distribution. The Price Code does, of course, restrict the overall margins that may be made by wholesalers and retailers.

'Any action that led to prices being artificially restrained could accelerate the run-down of the remaining stocks which cannot be replaced until early potatoes are available in quantity. Already the riddle size has been reduced, exports have been banned and restrictions on the import of main crop potatoes have been lifted. I doubt whether it would be in the interests of consumers to reduce the riddle size further. The UK has also applied to the EEC to suspend common tariffs on imports from third countries.

'Meanwhile officials of the Ministry of Agriculture, Fisheries and Food are in regular contact with the Potato Marketing Board about the supply situation. So far as the quality of the 1975 crop is concerned I understand that this is generally good.'

BSC economy measures in Scotland

Mrs. Winifred Ewing (Moray and Nairn) asked what representations the Secretary of State for Industry has received from the STUC and other bodies regarding proposed BSC economy measures in Scotland; what replies have been sent; and what is considered to be the effect in loss of jobs.

Mr. Kaufman answered: 'I have received no direct representations from the STUC, but the Minister of State at the Scottish Office has told me of the concern expressed at his meeting with them on 30 December 1975. At their meeting with my Rt. Hon. Friend and myself on 22 December 1975, the TUC Steel Committee expressed their concern about the impact of the measures throughout the UK. No detailed estimate of the loss of jobs at any plant or group of plants has yet been put forward by the BSC.'

Wool textiles aid scheme

Mrs. Ewing asked what plans the Secretary of State for Industry has for continuation of a wool textiles aid scheme under the Industry Act 1972; what consultations he has had and with whom in this connection; and when a decision will be reached.

Mr. MacKenzie replied: 'While the closing date for applications under the wool textile scheme was 31 December 1975, firms have a further two years, until 31 December 1977, to complete approved projects. The Economic Development Committee for the Wool Textile Industry, on which employers, unions and my department are represented, will be meeting on 20 January next to consider what proposals if any for further support to the industry it wants to put to my department.

'I cannot forecast when a decision will be possible on proposals which have not yet been made.'

National Enterprise Board

Mr. John Stanley (Tonbridge and Malling) asked for a list of the shareholdings of the Department of Industry now being transferred to the National Enterprise Board, the date of each transfer, and the acquisition price of each shareholding paid by the NEB to the Department of Industry, and also whether the consideration to be paid for shares by the NEB from the department would be the cost of the shares to the department or their value at the date of acquisition by the NEB; and, if the latter, what would be the basis of valuation of the shares of unquoted companies.

Mr. Kaufman answered: 'My Department is in consultation with the National Enterprise Board about all aspects of the arrangements necessary for a very early transfer to the NEB of the Department's shareholding in:

British Leyland Ltd.
Brown Boveri Kent Ltd.
Cambridge Instrument Co Ltd.
Dunford and Elliott Ltd.
Ferranti Ltd.
Herbert Ltd.
International Computers (Holdings) Ltd.
Rolls-Royce (1971) Ltd.

'My Rt. Hon. Friend is discussing with the NEB the basis of valuation of the shareholdings which are being transferred. In accordance with Section 5(4) of the Industry Act 1975, where appropriate my Rt. Hon. Friend will in due course lay a statement before each House setting out the consideration for which the shareholdings have been transferred.'

Manufacture of telecommunications equipment

Mr. Nigel Spearing (Newham South) asked what studies have been made and conclusions reached concerning entry of the Post Office Corporation into manufacture of telecommunications equipment.

'We are making a comprehensive study of proposals received from the chairman of the Post Office about manufacturing arrangements for telecommunications equipment,' said Mr. MacKenzie. 'This study will take some time to complete.'

Departmental costs-postage

Mr. John Pardoe (North Cornwall) asked for an estimate of the total cost of postage by the Department of Industry in the past year; how much of this was on first-class post; and whether the extra cost of first-class post was worth while.

'The estimated cost of postage in the current financial year is about £1 million.' Mr. Kaufman replied. 'The proportion of first class mail is not identifiable since payment to the Post Office for pre-paid – official paid – stationery is based on an agreed composite postage rate.'

Aircraft noise

Lord James Douglas-Hamilton (Edinburgh West) wanted to know the maximum permitted noise of an aircraft in daylight and at night, approaching or taking-off from Heathrow Airport, under the flightpath at specific monitoring points.

Mr. Clinton Davis told him; 'Every jet aircraft using Heathrow should, after take-off, not exceed 110 PNdB by day (0700-2300 hours local time) or 102 PNdB by night (2300-0700 hours local time) at specified monitoring points. There are no similar requirements for landing aircraft.'

Lord James Douglas-Hamilton also asked where the monitoring points are sited at Heathrow Airport; and their relationship to the flightpath.

'The Heathrow monitoring points are located under or near take-off flight paths in places where densely built-up areas commence,' said Mr. Clinton Davis. 'I am making available to the Hon. Member a map showing their precise locations.'

Civil Aviation Authority

Lord Trefgarne asked if further Government guidance would be issued to the Civil Aviation Authority, and if so when.

Lord Melchett told him that the Secretary of State for Trade would shortly be presenting to Parliament a White Paper containing proposals for new guidance to the Authority.

Nationalised industries

Lord Drumalbyn referred to the House of Lords' decision in British Airways *v.* Taylor *and asked what steps were proposed to ensure that when changes are made in the structure of nationalised industries the new body remains liable for the offences of any nationalised board whose assets and liabilities the new body has taken over.*

Lord Melchett answered, 'None. As long as the corporate body acquired retains a legal status it will remain liable to prosecution. I am advised that there is no case for transferring criminal liabilities when responsibilities are transferred in either the public or the private sector. This is because criminal liability is a personal matter and cannot be assigned in the same way as can a civil liability.'

Thursday, 15 January

Chrysler (UK) Ltd.

Mr. J. W. Rooker (Birmingham, Perry Barr) asked under which legislation the proposed two Government directors would be appointed to the board of Chrysler (UK) Ltd.; and for a statement concerning the responsibilities of company directors under this legislation outlining how these responsibilities would differ from those of the Government director appointed to the board of the former Rootes Motor Co. Ltd.

Mr. Kaufman replied: 'The right to nominate two directors to the board of Chrysler United Kingdom Limited does not arise from legislation but is one of the conditions of the agreement reached between the Government, Chrysler United Kingdom and the Chrysler Corporation. The Government did not nominate a director to the former Rootes Motor Company Limited. The right to do so was transferred to Government when the assets, right and liabilities of the IRC were vested in Government following the dissolution of the Corporation. This right was not exercised when the IRC nominee, Mr. Bernard Boxall, resigned on 30 April 1971, and the right subsequently lapsed when the former IRC investment in Chrysler UK was realised.

'The position of Government-nominated directors is the same as that of any other director.'

Merseyside

Mr. Robert Kilroy-Silk (Ormskirk) said that unemployment on Merseyside is about three times the national average, and asked if the Secretary of State for Industry would visit the region at the earliest possible date, to meet interested parties to discuss the industrial regeneration of the region.

'I share my Hon. Friend's concern with unemployment in Merseyside about which I am kept fully informed,' said Mr. MacKenzie. 'I have also visited the area to see the situation for myself. We decided to make Mersyside a Special Development Area in August 1974 in order to assist with its industrial regeneration. In addition the National Enterprise Board will have a strong regional presence in Merseyside. The Board has already appointed the officer to be in charge of its office there.'

Mr. Kilroy-Silk asked if Ormskirk would be included in the Merseyside Special Development Area.

Mr. MacKenzie answered: 'Unemployment rates for Ormskirk are based on the travel-to-work area including Skelmersdale New Town which is already a Special Development Area. I recognise that the level of employment in the part outside the Special Development Area is serious, but I am not convinced that the situation there justifies a change of status or that it would be consistent with the objectives of our regional policy to make such an extension to the SDA's at this time.'

Wool textile industry

Mr. Bob Cryer (Keighley) asked for a statement about the scheme of assistance to the wool textile industry under Section 8 of the Industry Act 1972.

Mr. Kaufman said: 'The scheme of assistance for the wool textile industry, which was announced on 19 July 1973, set aside £15 million to strengthen the industry by encouraging and assisting modernisation of production facilities, improvements in the structure of the industry, and the elimination of uneconomic and unneeded capacity.'

Mid-air collision

Mr. Norman Tebbit (Waltham Forest, Chingford) asked for a statement on the incident in which a civil Piper Aztec aircraft was hazarded in a mid-air collision off the east coast of England on 7 January 1976.

Mr. Clinton Davis said: 'At about 2125 hrs on 7 January a Piper Aztec air taxi aircraft carrying passengers from Gothenburg, Sweden to Humberside in Lincolnshire, was in collision with a Royal Air Force Lightning aircraft at about 6,000 ft over the North Sea, some 55 miles from the English coast. The port wing tip of the Aztec was buckled but damage to the Lightning was confined to paint smears and minor marks. No one was injured and both aircraft landed safely.

'The Chief Inspector of Accidents has ordered an Inspector's Investigation to be carried out, in accordance with the Air Navigation (Investigation of Combined Military and Civil Air Accidents) Regulations 1969.

Bread prices in Northern Ireland

Mr. Frank R. White (Bury and Radcliffe) asked if the Secretary of State for Prices and Consumer Protection had received the Price Commission's report on bread prices in Northern Ireland.

Mrs. Williams's reply is published on page 201.

Exclusion clauses in contracts

Mr. Greville Janner (Leicester West) asked if the Secretary of State for Prices and Consumer Protection would introduce legislation to implement the recommendations of the Law Commission to limit the effect of exclusion clauses in contracts for the provision of services.

'We hope to do so after consultations with the consumer, legal and business interests concerned are complete,' said Mr. Williams.

Concorde

Questions about the application of noise limits to Concorde and about overflying rights for the Concorde service to Bahrain were asked by Mr. J. W. Rooker (Birmingham, Perry Barr).

Mr. Shore's reply is on page 195.

Friday, 16 January

Anglo-Soviet co-operation

Mr. Wyn Roberts (Conway) asked what British industrial projects are under consideration for participation in their construction by Russian industrial organisations, following recent discussions with the Russian Minister for Trade in London.

Mr. Deakins answered: 'The Anglo-Soviet Long Term Economic and Industrial Co-operation Programme lists certain sectors where the USSR is interested in participating in the construction, expansion and modernisation of industrial enterprises in this country. Any participation would be a matter for commercial negotiation between the British industries and the Russian organisations concerned. There has been some general exploratory discussion but I am not aware of any specific projects which are currently under negotiation.'

Washing machines

Mr. Dafydd Wigley (Caernarvon) asked the Secretary of State for Trade what representations he has received concerning the increased volume of imports of washing machines; and what steps he proposes to take to overcome the problems created by this trend.

Mr. Deakins said: 'My Rt. Hon. Friend has received several representations drawing attention to the effects of imports of washing machines and suggesting the possibility of introducing some form of import controls. On the question of import controls I have nothing to add to the answer my Rt. Hon. Friend gave to the Hon. Member for Merioneth on 19 December.'

Registry of Business Names

Mr. Stephen Ross (Isle of Wight) asked why the Registry of Business Names is no longer answering postal inquiries.

Mr. Clinton Davis answered: 'The Registry of Business Names and the Companies Registration Office operate as one combined unit for this purpose. The postal inquiry services previously offered by both have been discontinued because the volume of work arising from their statutory duties continues to increase and it is no longer possible to provide the staff needed for the postal inquiry services, which are non-statutory functions.

'The staff previously employed on these services are being re-deployed on the statutory duties of the branch and I regret that I cannot reconsider my decision.'

Bankruptcies

Mr. Leslie Spriggs (St. Helens) asked for a list of the companies whose registered addresses are in the St. Helens Parliamentary Constituency who have been declared bankrupt, and those who have had the Official Receiver investigating their businesses during the last seven years, respectively, and with what result.

Mr. Clinton Davis answered: 'Compulsory Winding-up Orders have been made against the following companies on the dates indicated and which upon available information had their registered offices within the St. Helens Parliamentary Constituency:

Date of Winding-up Order	Name of company
9 Sept. 1969	Feeney Bros. Ltd.
2 Apr. 1971	Northern Pipe Services Ltd.
8 May 1972	Lynaco Ltd.
5 Nov. 1973	J. P. Forrester (St. Helens) Ltd.
6 Oct. 1975	Forrester (Plant Hire) Ltd.

'So far as the first three are concerned, the Official Receiver has reported to the Court that his inquiries are complete and he has given his view as to the reasons for their failure but his inquiries are continuing into the two remaining companies' affairs.

'I regret that, without undue expenditure, information is not available about the numbers of creditors' voluntary liquidations in the St. Helens Parliamentary Constituency.'

Television tubes

Mr. Michael McGuire (Ince) asked for a statement from the Secretary of State for Trade on the reasons which caused him to reject the evidence presented to him by the British television tube manufacturers about the need to stop importing into the UK certain sizes and types of television tubes.

Mr. Deakins said: 'Only a limited range of television tubes is currently manufactured in this country, and wider controls would have caused serious harm to the British television set industry. Imports of colour television tubes fell substantially in 1975, and any practicable scheme to restrict imports of those types of tubes made in the United Kingdom would not have resolved in any significant degree the basic excess capacity problem of the British industry.'

Mr. McGuire also asked what consultation or exchange of information takes place with other EEC Governments regarding controlling the importation of television tubes into the EEC.

Mr. Deakins answered: 'Other EEC governments have been informed of the outcome of my Department's recent investigation into allegations of dumping of Japanese colour television tubes and of my Rt. Hon. Friend's decision to introduce a system of surveillance licensing on imports.'

Thorn TV tube factory at Skelmersdale

Mr. McGuire asked the Secretary of State for Industry what criteria he used in the course of his recent investigation of the television tube manufacturing industry, to judge whether or not the Thorn TV tube factory in Skelmersdale could survive in a restricted British TV tube manufacturing industry, assuming the absence of any controls on television tube imports into this country.

Mr. Kaufman answered, 'We related expected future demand for colour television tubes to the total production capacity in the United Kingdom to establish whether there was a role on a viable basis for Thorn Colour Tubes Limited's factory.'

British TV colour tube industry

Mr. McGuire asked for a definition of the terms of reference of the Department of Industry's recent inquiry into the restructuring of the British television colour tube manufacturing industry.

Mr. Kaufman replied: 'The inquiry had no formal terms of reference. Its object was to consider whether the colour television tube industry could be restructured in a way which would strengthen its competitiveness and provide if possible a continued role for the facilities at Skelmersdale.'

Employment in Skelmersdale

Mr. McGuire referred to increasing unemployment in the Skelmersdale New Town, and asked if financial inducements would be given to industrialists over and above the existing level of grant aid to encourage them to come to the new town.

Mr. MacKenzie answered: 'Skelmersdale New Town as part of the Merseyside Special Development Area already qualifies for the highest rate of regional development grant. In addition there are wide powers under Part II of the Industry Act to provide selective assistance and these will be used to the full to help the creation of new jobs at Skelmersdale.'

Accidents to offshore installations

Mr. William Small (Glasgow, Garscadden) asked the Secretary of State for Energy what arrangements he has made for dealing with accidents to offshore installations; and whether these arrangements have been tested.

Mr. Benn answered: 'Following the loss of the drilling barge *Transocean III* in January 1974 officials of my Department set up an interdepartmental working party to assess the risks of accidents to offshore installations, and to define the procedures to be followed to deal with such incidents.

'An exercise to test the lines of communication in these procedures was drawn up by my Department with the full co-operation of British Petroleum, the UK Offshore Operators Association, the General Council of British Shipping, British Airways and Bristows Helicopters, the Chief Constable of Grampian Region, the Ministry of Defence, HM Coastguard and the Department of Trade.

'This exercise which took place on 27 November last was the first to be held since the procedures were defined. It showed that the lines of communication are adequate and that they work in practice. Some lessons have been learnt from the exercise which will enable the procedures to be streamlined without loss of efficiency.

'It is intended that a further exercise, designed to test the procedures in greater depth, be held later this year.'

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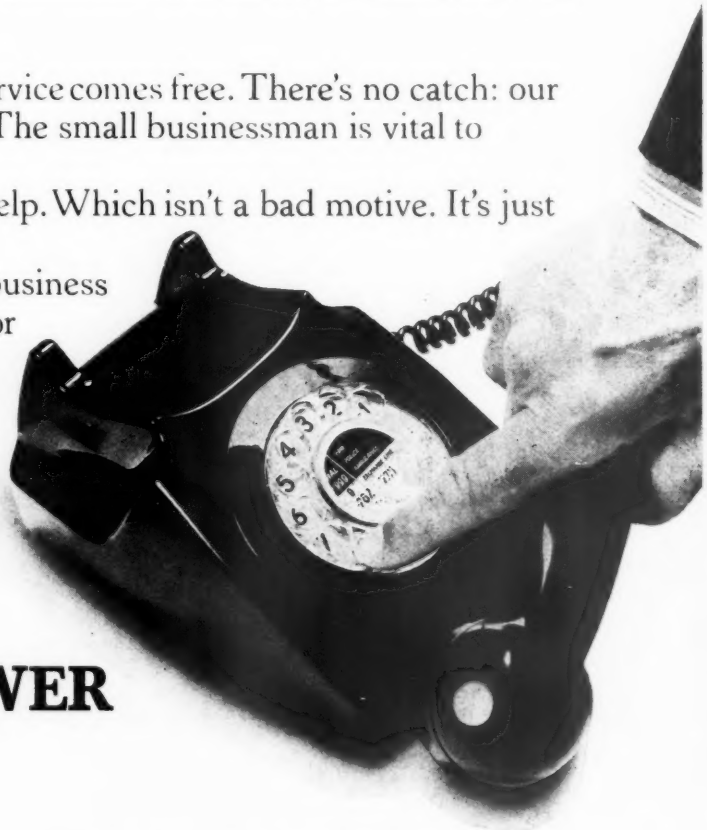

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NORTH WESTERN REGION. Manchester: 061-832 5282 (Freefone: 6005);
YORKSHIRE AND HUMBERSIDE REGION. Leeds 445151 (Freefone: 5361);
EAST MIDLANDS REGION. Nottingham 49791 (Freefone: 4062);
WEST MIDLANDS REGION. Birmingham: 021-643 3344 (Freefone: 4054);
SOUTH WEST REGION. Bristol 294546 (Freefone: 9910);
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vital role of small firms

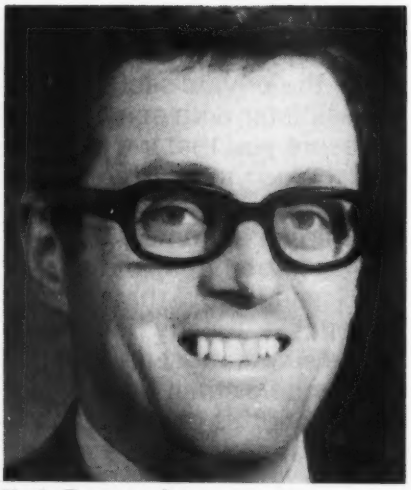
Lord Melchett
Parliamentary Under-Secretary of State, Department of Industry, who has special responsibility for small firms

I welcome the opportunity to contribute to this supplement, because I believe there is a great deal of misunderstanding about the Government's attitude to the private sector, and small businesses in particular. As Minister with special responsibility for small firms I can assure you that we recognise the vital role that they play in the economy of our country.

I have no doubt that inflation has had an extremely damaging effect on small firms, as it has on large firms, and all of us as individuals. Figures recently issued show that the Government's counter-inflation policy is already beginning to work and I believe that this is the single most important thing that the Government can do to help small firms. Unlike the prophets of doom, I believe that this country, and in particular our small businesses, have sufficient drive and ingenuity to enable us to overcome our present economic difficulties successfully. To this end we must make sure that small firms get the best possible help to overcome the problems they meet in the day to day running of their businesses and this is where the Small Firms Information Service comes in. The centres supplement the wide range of help that is already available to the small business by identifying the right source quickly and efficiently.

It is therefore particularly appropriate that the following articles should have been contributed by some of those organisations to which centre managers frequently refer inquirers. The scope of these subjects will perhaps illustrate how widely based are the types of inquiry the Small Firms Information Centres are called on to handle and I hope that this supplement will encourage its readers to make even greater use of this Government service.

your man at the bank



K. J. Duncombe
area manager,
Central Lancashire,
Williams and Glyns Bank

Good service and sound advice – that's what you should expect from your bank. After all, we're in business too ! The more our customers prosper, the more they'll need their bank. Every business has different financial needs, if only because every business is different – different owners, managers, trades, capital structures and, of course, different sizes.

Using the bank

The small business in this country is important – important enough for the Department of Industry to set up special regional centres to guide the possible large companies of tomorrow through their growth years. Of course, even the largest companies today have their own financial problems – problems of control, of management, and in some cases even problems of finding enough cash to keep the business going. The large company can employ specialist accountants, solicitors, management consultants – or even a merchant bank. But the smaller business must rely more on its local bank manager.

We appreciate this and, wherever we can, we like to help. As I said, the more our customers prosper the more they'll need their bank. So we're ready to help our customers in many different ways. As times have changed, banks have added to and improved their range of services to meet their customers' needs. Despite the hard economic times, we are ready and willing to see how we can help the businessman to make more of his business.

Every business, from the sole trader to the multi-national corporation, needs a bank account. With an account comes access to a whole range of services from the issue of indemnities to insurance broking ; from financial facilities to credit information.

Credit information

Suppose you receive an order from a new customer. Should you be prepared to extend normal credit account facilities to him ? Perhaps you are selling to new markets altogether. I have heard of several instances where customers have received an order in the post from a business overseas. Your local bank manager can help you find out what is known about your prospective customer's creditworthiness. Keeping a close eye on debtors is quite vital for the smaller business at the present time. It could make all the difference between success and failure.

Finance

As a whole, industry needs finance and the banks are there to meet such needs. We aim to provide finance tailored to suit the business' requirements : an overdraft for short-term borrowing ; a loan for a longer-term project or to add to your working capital. Where long-term capital is needed to ensure the safe expansion of the business, and you can't provide it all yourself, your local branch manager can arrange for you to meet specialists in this field, people who know the special problems of the rapidly expanding business where, even today, orders are building up so quickly that existing capital levels soon become inadequate.

Liquidity

To the rapidly expanding business, liquidity problems are fairly commonplace. To succeed and expand these days, your business needs to be both profitable and liquid – able to pay its bills when they fall due. Every year far too many businesses fail because they have not paid enough attention to their liquidity – concentrating rather on profitability alone.

The bank manager is in a very special line of business. His aim is to help his customers wherever possible. But occasionally he may reluctantly have to conclude that, contrary to the old adage, the customer is not always right. In such cases, the advice he gives may have to differ from what the customer would like to hear but the manager will have his customer's own

'A vital ally . . . make the most of your bank manager'.

interests at heart. He wants to see his customer succeed – and continue to do so.

Overtrading

Nothing succeeds like success, we're told. But does it ? Taking more orders than you have the capital to finance – overtrading – is one of the main causes of failure. You may have to pay for your labour and materials several months before your customers pay you, particularly if you are dealing with much larger companies. That puts a strain on your liquidity. If you overtrade by taking too many orders – and so tie up too much of your cash – that strain can be too much.

Inflation, of course, coupled with price restraint, has made the liquidity problem even more acute. To keep up with price rises – and avoid overtrading – business needs to make sure that not only prices but also finance keep pace with events. Not only does inflation increase your working capital and, perhaps, short-term overdraft needs, but it also brings closer the day when the owners must inject more long-term capital into the business, either partnership finance, share capital or long-term loans.

Helping your bank manager

Just as you may need the services of the bank, so the bank manager will need your help. If your business is to survive and be successful, it is more than ever important that the manager is kept in touch with the firm's progress – not only balance sheets, profit and loss accounts and cash-flow sheets, but also regular information on your plans and how you feel the business is doing. The manager will be in a much better position to understand your business and its financial needs, particularly when he is considering a request for borrowing facilities, when you have done the sums in advance and put him in the picture. Don't delay, even if the news is bad. It is better to have your teeth filled now than to have acute toothache and extractions later !

Factoring and leasing

If your business is growing rapidly – too rapidly perhaps for your normal overdraft facilities – the bank manager may now have other answers. Are you always needing more working capital and continually having to finance more machinery and equipment to make your goods or supply your services ? If so, then you probably need financial facilities that grow along with your customers' demands.

Factoring is one. It is not just debt collecting. Such a service will normally take over and pay for all of a business's existing invoices. The factoring company will then continue to make cash payments to the business of up to, say, 80 per cent of the value of each new sales invoice raised. A 'without recourse' factoring service provides an accounting service to collect payments on invoices ; insurance against bad debts ; and cash as soon as an invoice is raised rather than when it is paid. Factoring is particularly suitable for high turnover, low margin businesses that are expanding rapidly. It is not so appropriate for the construction industry or for companies making capital equipment, where profit margins are usually much higher but turnover often much lower.

Leasing is another. It is a valuable way of obtaining the use of new plant and equipment without the capital cost of buying it. Instead you specify what items you require – plant and machinery, office equipment or heavy goods vehicles – and simply make regular rental payments in the same way as you rent a television set. Leasing gives the business the extra capacity without the added strain on liquidity or the need for raising long-term capital.

Hire purchase

Leasing won't be the answer for all businesses. In many cases, hire purchase may be a better bet when it comes to buying plant and machinery – or heavy goods vehicles. How often do you have to buy new capital equipment – and when you do, does your supplier offer you hire purchase facilities – and at what price ?

Paying in regular monthly instalments over a period of years is often the best answer when it comes to this sort of purchase. But you don't need to phone up the hire-purchase companies in the local telephone directory to make the arrangement. Some of the very biggest UK instalment credit organisations are, in fact, part of the big banking groups. So your local branch manager can again help you to see whether hire purchase would be right for your business – and, if so, make the necessary arrangements.

Insurance advice

The banks offer many other services these days – insurance advice, for example. When did you last check on your fire insurance cover ? In fact, are you covered ? At Williams and Glyn's our insurance consultants can advise you on many aspects of insurance – fire, accident, liability and so on. The local branch manager can call on insurance specialists to advise on the cover you require – and then, at your request, find the insurance company offering the most suitable terms.

Performance bonds

How often are you called upon to give a performance bond in respect of work you are carrying out ? For some businesses the answer may be 'never'. But for others, it may be 'frequently' – and your local branch manager can help again here. Ask him also about guarantees and indemnities if you are called upon to give them.

Exporting

Of course, one of the major areas where your bank manager can help your business is overseas trading. We are

banking *continued*

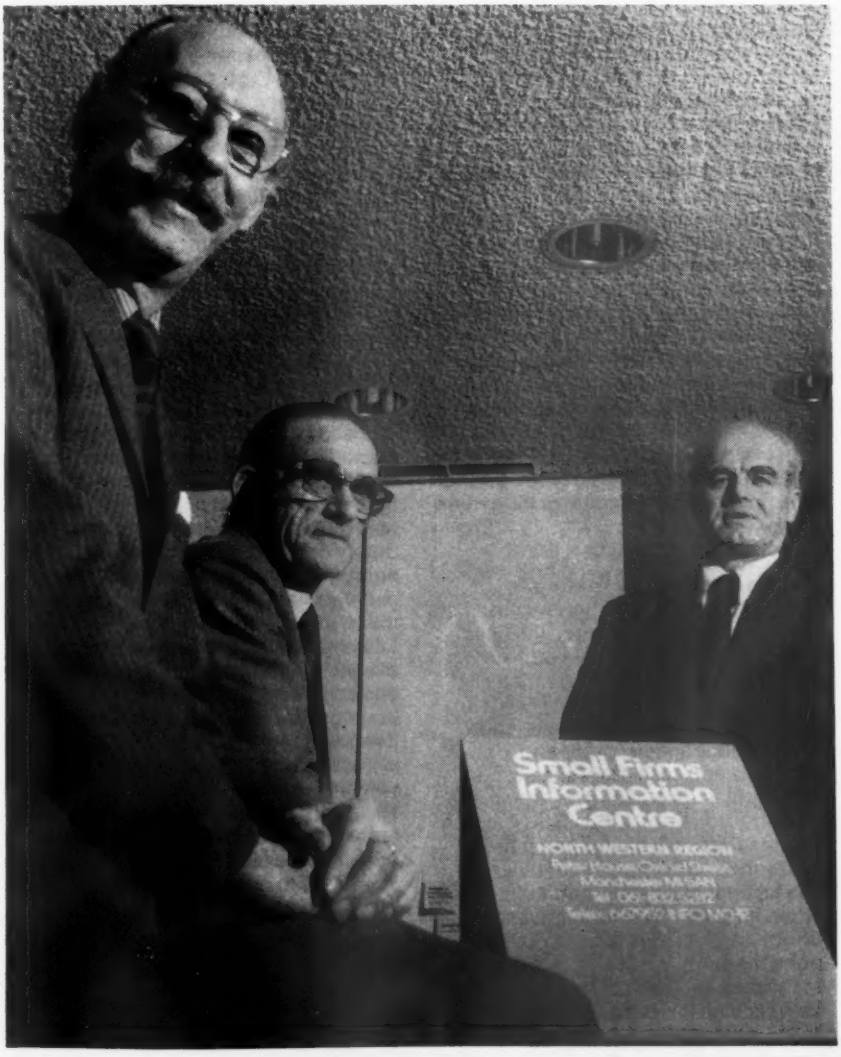
told that the country urgently needs to improve its export record. That is often easier said than done. But with little immediate scope for expansion in the UK market and with the depreciation of the £ making our prices more competitive all the time, more and more businesses are indeed looking to overseas markets for their additional orders.
Of course, there are difficulties.
Suppose you have received orders from customers overseas. You want to make sure that you are paid for your goods; that you can offer credit terms if necessary; that you have the cash to finance the order and that you don't lose through currency fluctuations.
Exporting is an extremely complex area for the new exporter.
What are Documentary credits? Acceptance credits? Mail transfers? Bills of Lading? Bills of Exchange?
The list of terms seems endless. If you are a newcomer to exporting, your bank manager can help you through the maze. Far too often businesses are discouraged from accepting orders from overseas customers. There are risks and problems, of course, but your bank can help you to minimise and solve these.

Basic banking services
I still haven't mentioned, of course, the very basic services the business can get when it opens its account – cheque books, frequent statements, night safes, cash for payrolls – and your bank manager's advice if you need it.
From time to time your business will encounter problems – some large, some small. What business doesn't? Your bank manager will not know all the answers – you're the expert in your own field after all – but you may be surprised how often he can help you.

Your ally
So the local bank manager is particularly important to the smaller business – often being its management consultant, management accountant, insurance and financial consultant – all rolled up into one vital ally for the business owner or manager. Make the most of your bank manager!

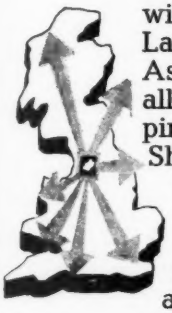
Any questions?

These men might know the answer (on small firms matters, of course). If they don't, they probably know who will! They are the team at the regional Small Firms Information Centre at Peter House, Oxford Street, Manchester – manager James Smith (left), deputy manager James Lawes (right), and receptionist Arthur Knight.



North East Lancashire Development Association could help keep your business in business . . .

Nobody disputes it; these are difficult times. But it is possible to expand your present business or make a successful start in a new one... with a little help from friends. Have a word with the people at the North East Lancashire Development Association. They'll be your best allies in the situation. They'll pinpoint a prime site.

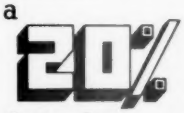


Show you where to find a ready pool of labour. Ensure that your communications... motorways, ports and airports... are wide open and within easy reach.

In, fact these new friends would do everything possible to keep your business in business, whatever its age or stage at present.

North East Lancashire is one of those areas which <u>isn't</u> complacent about its newcomers. We go out of our way to help them; pave the way, even point out the ideal places for your key workers and executives to live. All this in addition to the Government incentives, the 20% building grant, cash benefits and tax allowances.

Perhaps all this does sound like a lot of work and effort on our behalf.



But after all isn't that what what friends are for.

Have a word with Michael H. West, our Industrial Development Officer, at

NORTH EAST LANCASHIRE DEVELOPMENT ASSOCIATION

79-81 Church Street, Burnley, Lancashire BB11 2RS.
Telephone: 0282 37411.

Cash in and carry on

Is your business basically sound, but severely hampered by cash-flow problems? Don't worry. You are not alone and Arbuthnot Factors can help you quickly, efficiently and profitably.

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We can minimise your administrative overheads by undertaking your sales ledgering and credit control – and, on approved customers, the responsibility for bad debts.

Our services, in fact, are geared to your needs. Our financial support grows in line with your growth and your financing charges are directly related to your usage of funds–which is the way it should be.

Our branches in Birmingham, Manchester and London are ready to assist you, and are supported by our own centralised computer-controlled sales accounting service and the kind of financial advice that comes with being part of an old-established City group, Arbuthnot Latham.

So, if you want to get ahead, get in touch. For all the information you need, just use the coupon or ring Jim Gunnell (0424) 430824. Or visit us on Stand 12 at the Services for Small Firms exhibition in Burnley on 27th-29th January, 1976. You will be most welcome.

Arbuthnot Factors Ltd

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making innovation work

Alan Woodruff
National Research
Development Corporation

The National Research Development Corporation is a specialist organisation concerned with the development of technological innovation. It provides financial support for development projects within companies of all sizes, right down to the classic 'man and a boy' small firm. The main criteria for support are the quality and prospects of the innovation. It also offers companies opportunities to manufacture new products under licence.

We realise that a high proportion of small firms will have only a passing interest in NRDC's services. Many are totally unconcerned with manufacture or production and are purely service organisations, while of those who are involved in manufacturing, probably only a minority are likely to be concerned with technological innovation as opposed to commercial innovation.

Innovation and the small firm

Technological innovation, on the other hand, is concerned, among other things, with making new products, improving old products, applying new processes, saving time and money or increasing performance. There is little doubt that a dressmaker will be able to cut a certain pattern from a length of cloth, but somebody trying to build, say, a motor car engine out of plastics, would have to prove both that it was possible and that there were sound technical or commercial reasons for doing so ! Investigation might include evaluation of materials and the best shape for the components, discovering how to join them together, safety checks, setting up machinery for production, and testing of prototypes. It obviously would involve substantial expense in terms of materials, machinery and labour, and a large degree of uncertainty.

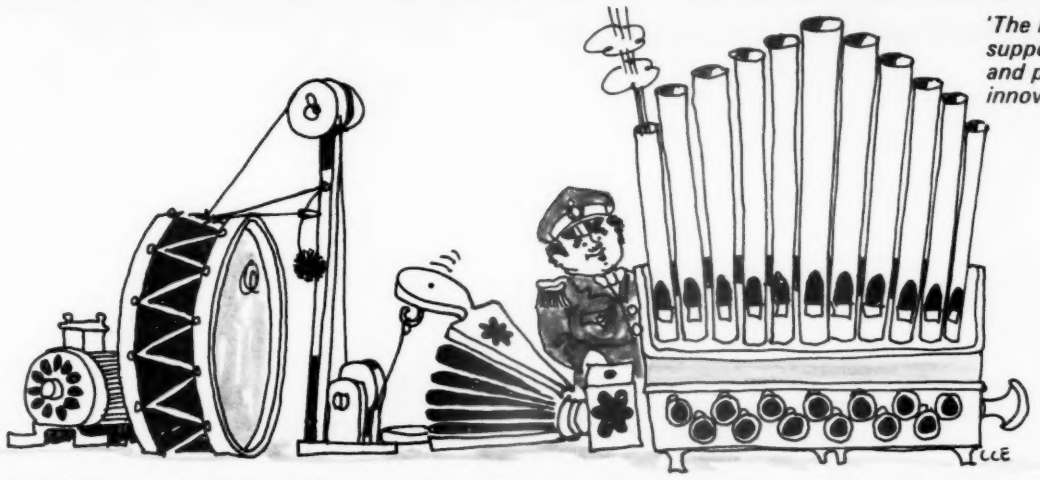
Firms of all sizes with new ideas have to face the same problem – can the company afford to risk its own money on development in the hope of eventual reward ? Better still, can the firm persuade somebody else to risk theirs ? This problem is particularly acute for a small firm because a development programme is almost bound to represent a relatively high investment in relation to the size of the company. By definition, a small firm has limited assets to offer as security. Traditionally, it requires considerable persuasion to convince banks and other sources of finance to invest money in even relatively conventional commercial innovation or expansion, and the greater risk associated with technological uncertainty certainly does not help.

The NRDC operates in this uncertain area, where companies may find it difficult to gather support – although it is important to realise that even NRDC must have some prospect of eventually recovering its investment ! The arrangements that the corporation makes depend on whether the need is for a 'joint venture' project or for 100 per cent support on a 'private inventor' basis.

Joint venture projects

In a typical joint venture project, the corporation pays up to half the costs of a company's development project. These costs can include materials, tools and machinery, and salaries of staff engaged on the development. In some situations the 'development' stage can extend as far as production prototypes. The NRDC investment is eventually recovered as a levy on sales of the successful product.

This method of support offers a number of advantages to the company. The financial risk is immediately halved since, if the project fails for valid technical reasons, the company is not obligated to repay NRDC's contribution. The NRDC finance is not usually secured against the assets of the company although it will be recognised that it has some share in project assets to which it has contributed. Normally NRDC does not seek equity holdings in an established company unless



'The main criteria for support are the quality and prospects of the innovation'.

there is a 'start up' situation in which it has been necessary to create a new organisation to handle the new idea. Basically, then, the company retains its independence and freedom and, practically, the company is still able to raise money from other sources and, indeed, NRDC may share the risk with these sources. Often NRDC will help to finance development and subsequent production, and organisations such as ICFC's Technical Development Capital Ltd., or the Small Business Capital Fund Ltd., will provide longer term and expansion finance.

Like any other financial organisation, NRDC does not wish to lose money, but its prime concern is to make sure that potentially important technology does not lie unexploited for lack of funds. The terms of every agreement are tailored to fit the company and the commercial situation surrounding the innovation. This method of funding means that it is impossible to quote interest rates to companies in advance, as the premium eventually paid to NRDC reflects the risk and the subsequent success of the final product. Levies do not, however, go on indefinitely. Comparisons with the cost of money from other sources, even in retrospect, are largely hypothetical since NRDC will often have been the only people prepared to give it a go.

It is important for the small company to remember that it does not necessarily have to remain the sole volume producer of the successful product. Licensing agreements, both in the UK and abroad, can provide a very favourable income without involving a company in excessive post-development production overheads.

Small firm or private inventor?

Very often small businessmen, and in some cases private individuals, approach the corporation with what they claim to be revolutionary new ideas. With few exceptions they are sincere and well intentioned people, often concerned only that the benefit of their idea should not be lost to mankind in general or the UK in particular. Their own resources are strictly limited, but could the corporation spend some money to build a prototype or begin limited production . . . ? Regrettably, most of these approaches come to nothing. Before the corporation can provide this sort of total support it has to satisfy itself on a number of counts. First, it has to be convinced of the scientific feasibility of the proposal. Many 'inventors' try to operate outside their areas of personal knowledge – and occasionally outside commonly accepted physical laws! Often, the ideas are not new at all, having been proposed and rejected for sound reasons many times before. Secondly, NRDC has to be convinced that a reasonable attempt has been made to gain interest from the relevant sections of industry and that support will not be forthcoming unless the corporation takes the initiative. Finally, of course, the idea must be in the public interest.

New products under licence

Sometimes a company wishes to diversify its product line but lacks inspiration. NRDC may be able to help here too, since a substantial part of its business is concerned with the licensing of the results of research in Government laboratories such as the Building Research Establishment, the Royal Aircraft Establishment, Transport and Road Research Laboratory or universities. These are by no means all 'high-technology' ideas – some may be fairly prosaic offshoots of other research, ready for immediate commercial production. In other situations, development work is required and here help can be provided through a joint venture scheme. In considering taking a licence, a company should not be too conservative nor too ambitious. A worthwhile new product is unlikely to fit exactly with a company's established expertise and resources. On the other hand, NRDC will wish to be satisfied that the company is able to do a reasonable job both technically and commercially. Small firms can be some of the most innovative and creative organisations in the country. They are unencumbered by bureaucracy and consensus opinion and the contributions of the talented individual are readily apparent. NRDC appreciates the problems that beset a small company with a bright idea but limited resources. With a staff of only just over 200 it is something of a small firm itself – but with unique and substantial resources of knowledge, experience, new products and, of course, cash for technological innovation.

shirley helps you sell

J. E. Ford
Shirley Institute

The Shirley Institute* was formed by agreement between the United Kingdom textile industry and the Government in 1919. At present it is the largest independent textile and related research establishment in the UK, employing 240 staff of whom about a third are professionally qualified, with significant involvement in work for non-textile industries. In addition to its technical role, the Institute has built up expertise in industrial economics, factory planning, and technical marketing and forecasting. It is funded by annual subscriptions from member firms, and by technical service, sponsored research and consultancy work on a contract basis, for worldwide clients.

'Every business started as a small business. Big companies did not suddenly erupt from primeval rocks on some glorious spring morning . . . even John D. Rockefeller started as a peddler with a horse', wrote Theodore Levitt. This American author extols the virtues of corporate growth, and contrasts the fast reactions, flexibility and growth potential of the small firm with the slower-moving actions of the large. While many small firms will indeed grow significantly, it is fairly clear that there is a permanent place for firms of all sizes. The oligopolies are mostly protected by their reliance on high-investment projects, but the small firm has as its chief attribute ability to think and react fast, and to satisfy a market need ahead of its competitors.

* The Shirley Institute, Didsbury, Manchester M20 8RX (tel. 061-445 8141).

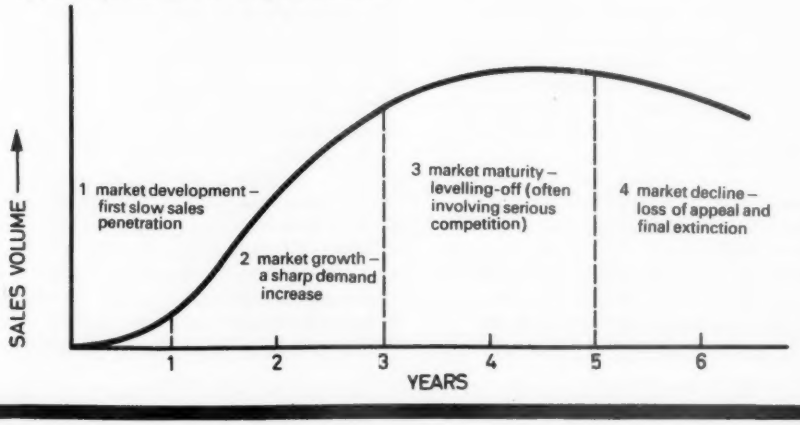
Marketing

This key phrase 'market need' has emerged before any reference to technical problems. In fact, while markets can be made by a novel product or service not previously demanded by the consumer, it is far more common that the small firm will be satisfying a known requirement in some more efficient or more acceptable way.

The marketing research activities of the small firm are often minimal, and the need is often supplied accurately through the inspired hunches of the managing director. Where his 'feel' for the market is not enough to be relied upon, we must turn to something more formal either done within the company or supplied by a contractor.

The professional marketing researcher is not necessarily overwhelmingly expert in the product, or service, researched ; he or she is, however, expert in the sources of relevant data and their manipulation into a form suitable as a basis for planning.

Typical product life-cycle curve



'Every business started as a small business'.

The small firm is not usually the most highly advised in marketing theory, but it may well practise good marketing intuitively. One simple concept that is often overlooked is that of the product life-cycle. This is usually defined as four stages in the market life of a product: 1, market development – first slow sales penetration; 2, market growth – a sharp demand increase; 3, market maturity – levelling-off (often involving serious competition); 4, market decline – loss of appeal and final extinction. The graph shows this pattern in an idealised form; naturally, the timescale may vary greatly with different products.

To stay in business, a firm must either produce new ideas for exploitation in succession, so levelling-out the turnover, or else 'stretch' the life-cycle of the original product by injection of new improvements and features, so staying ahead of opposition and producing new although always temporary growth.

The textile product nylon is often taken as an example of sustained market share among textile materials, over a period of 20 to 30 years, due to successive introduction of new types, invading more and more textile markets, through vigorous product development; if this had not been the case, nylon would have remained a fibre suitable only for ladies' tights.

While the professional marketing service is not one that can usually be relied upon to innovate, it can give a sound basis of market prediction, from due regard to historical data and their projections, and it can give the all-important warnings of decline due to market tailing of the product involved. Technically-attractive innovation is not enough.

This then is a very introductory case for more awareness of the marketing theory by the small firm, which is may well choose to implement by the hiring of professional marketing services. The Shirley Institute has for some time operated in this field, and is able to tackle a wide range of marketing-type problems in a variety of industrial and commercial situations, with both large and small turnovers involved.

The modern textile plant is a model for many superficially more glamorous industries to follow (except the noise level in some departments!), employing multi-shift working and maximum machinery utilisation, with sophisticated production and management controls, and, importantly, usually rather good labour relations. It follows that experience gained with this industry, where competitiveness has always been a keen matter and the important threat real, can be applied readily to other industries, and factory and production planning, operational research including all aspects of work-study, energy audits and arbitration are further multi-industry subjects in the Shirley Institute's range.

Technology

The technical problems of small firms are very numerous and professional outside help for their solution may not always be considered. The Shirley Institute possesses a large staff whose training and background encompass most science-based matters. Within its turnover of £1.1 million in 1974/75, business to the extent of £200,000 was done entirely in 'small' jobs of a testing, diagnostic, analytical and advisory nature. By 'small' is meant jobs averaging only a few days in duration and at a cost of rarely over £100 and usually around £30-£40. Each job is, as far as possible, reported in writing, giving direct advice on how to modify a product or how to avoid faults in manufacture.

Having to pay for the service is known to be sometimes a deterrent to small firms, but this could be related to insufficient immediate knowledge of what technological services cost, whether in the firm or outside, a factor of three or four times the salaries and wages involved being usual for laboratory-equipped personnel.

Many firms use textile materials in their processes, but frequently textile materials are chosen simply on account of their ready availability at the time they were required. It cannot be stressed too highly that textile materials are complex in their properties and behaviour and that expert advice must be sought if a textile is to be selected, prepared and 'engineered' to give maximum performance.

In addition to the utilisation of textile materials, non-textile firms can often employ with advantage textile instruments, machines or processes in overcoming the problems of how to do particular jobs.

Technical subjects developed in non-textile fields at the Shirley Institute include environmental control, especially where dust, noise and the control and treatment of effluent are concerned. Other subjects first studied for textiles include flammability, static electricity, biodeterioration, electronic devices especially for instrumental and control purposes, and composites (fibre-reinforced plastics), with applications now to a wide range of substances.

Some recent examples of successful work in non-textile fields include the development of an electrical method to detect cracks in large ceramic insulators, a project to remedy the malfunctioning of a plastic sheet cutting machine, the design of protective helmets, the design of safety harnesses, the development of an instrument to monitor the thickness and density of flocked wallpaper, investigations into faulty operation of a vehicle washing machine, adaptation of an existing textile instrument to measure the resilience and thickness of plastic foam, the design and wearing of a nylon monofilament fabric for use as a spacer in a superconducting magnetic coil, and the high-speed cine examination of newspaper packaging equipment.

As a professional service, the Shirley Institute provides estimates of the charges for advice and consultative services before the advice or service is

given. Specific charges are made and these are based on the number and seniority of the staff involved, using six grades of staff charges. Such charges do not exceed the estimates except by agreement. Some clients prefer to work to a fixed ceiling figure and then be consulted about further costs if these appear likely.

Information

Information is of paramount importance, but small firms frequently cannot afford the time and space required to maintain an input and treatment of the flow of statistical and other material that emanates from government, trade associations and independent sources, and of the voluminous amount of technical and patent literature.

All this is meant to suggest that the small firm wishing to take advantage of today's copious published information must perforce consult a professional service if literature research is needed, and while costs are incurred these are offset by the reliability and thoroughness of the service nowadays offered. While we in the textile industry may be said to be fortunate to have available a highly-developed service of abstracts, digests, subject indices and the like, several other industries are similarly served and the information professional is adept at solving problems on a multi-industry basis.

Marketing theory is a worthy end to this article, just as it was highlighted at the beginning. The small firm can take heart that it is well-regarded by the theorists, who occasionally laud its praises over the giants. Theodore Levitt writes :

'Two extraordinary simple reasons explain why the larger companies have lagged : large organisations are not organised and operated to do the job, and large companies tend to think wrongly for the purpose. They think big, not small.

'The large organisation is large because it has a large and complex task. It is sensibly structured for a simple purpose : to routinise the accomplishment and control of an essentially repetitive task. The purposeful mastery of routine is the central purpose and predominant fact or organisation. The manufacturing job must get done efficiently, and the more routine the process can be made, the less costly it generally is. The same applies to accounting, to distribution, and in fact to every single aspect of the operation. Everybody in the company has an explicit task of clearly defined and limited proportions. The first priority is getting that task done smoothly and efficiently. The whole planning and control system is based on this priority, with its procedure of budgets, targets, regular reviews, and performance evaluations.

'That is as it should be. But the resulting organisation is not one that is congenial to innovations of anything but the marginal sorts. The problem is not to change his organisation, but to augment it. The problem is to create within the large organisation the entrepreneurial equivalent of smallness : to create centres of entrepreneurial initiative that are structually separate from the organisation's major domain or sphere and method of operation – a place where men can, in effect, try to create and run autonomous small businesses of their own.

'The second reason for the failure of large corporations to produce as many commercial revolutions as smaller companies – entirely new products, new services, new ways of marketing – is that big corporations do not think small. They think big.'

In this thesis, thinking 'small' is fundamental to innovations and their rapid exploitation. One important purpose of a professional consulting service is to diagnose new and existing activities as a formal adjunct to the acute business feeling that guides small firms.

Finally, to quote a cartoon caption, 'What we need, gentlemen, is a completely brand-new idea that has been thoroughly tested !'.

Why not look in ?

Reflections of Manchester... in the window of the Small Firms Information Centre

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plugging into computers

A. H. Steel
manager, advisory services,
National Computing Centre

A recent survey* of the use of Computers in small firms has shown that it is possible for organisations with less than 50 employees to use computers successfully. The survey revealed that in some cases the computer system has made a very considerable impact on the operation and profitability of the company. Small firms that do use computer systems are either installing equipment costing in the range of £10,000-£40,000 or are using bureau services with monthly costs of £15 upwards. Many other small firms could be using computers but were restrained by lack of knowledge of how to begin to apply computer techniques.

The developments in electronics in the last 10 years have significantly reduced the relative costs of equipment and computer bureau services and have increased the range of equipment and services available. Although the equipment or hardware facilities are readily available, the provision of adequate systems and programs – the software – is still a problem.

The potential computer user is, therefore, faced with a wide variety of choices and needs information and technical experience to make the right decisions. It is this need for independent technical assistance and advice that the National Computing Centre aims to meet.

The National Computing Centre is a non-profit organisation sponsored by the Department of Industry and financed by industry, commerce and government, with the general aim of promoting the wider and more effective use of computers throughout the United Kingdom. The NCC was founded in 1966 and is essentially a partnership between government and industry. Organisations in all sectors of the economy can be members of the NCC. While the NCC as a whole provides services of interest to all computer users, the particular needs of the small organisations considering the possibility of using a computer for the first time are high on its list of priorities. The particular services of the NCC likely to be of interest to small firms are publications, information, education and advice.

Publications

The NCC is a major publishing house for books about computing practice. Over 60 have been published covering subjects of interest to the layman, student, manager and the computer professional. In addition, the NCC provides a literature abstracting service and information on articles and books that are likely to be of interest to the computer user and potential computer user.

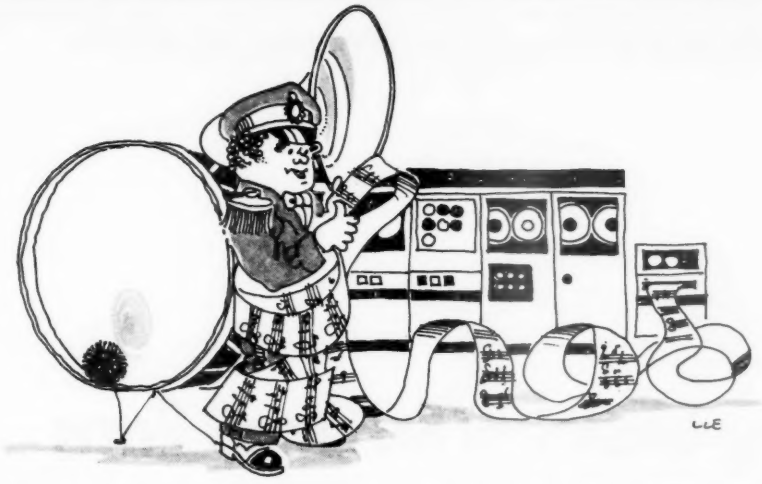
Information

If a manager of a small firm knows which questions to ask, it is likely that the NCC can provide the answer. The Information Service maintains up-to-date information on computer equipment, computer services and available systems. Lists of suppliers can be provided, thus helping the potential user to establish what equipment and services are available, and where to make contact.

Education

For the small firm wondering what questions to ask, an NCC course may provide an introduction to computing. Short appreciation courses, specifically aimed at the needs of small firm management, have been run for a number of years in conjunction with Training Boards. These courses concentrate on the practical aspects of computer use, and introduce course members to the questions they should consider before deciding to use a computer and the steps that should be taken to ensure that the result of such a decision is a successful system.

* The survey, sponsored by the Department of Industry, was into the data processing requirements of small firms, the extent to which they can be satisfied by existing facilities and the requirement for encouraging new facilities and aids to implementation. The survey has been undertaken by Advisory Services staff of the NCC.



The NCC also maintains up-to-date information on courses provided by other organisations.

Advice

If a small firm is seriously considering the possibility of using a computer, the NCC can provide the type of advice they are likely to require. In particular, the NCC can advise on whether a computer should be used at all. As a non-profit organisation, that does not sell computers or software services, the NCC can be objective enough to advise, if appropriate, that a computer is not the right solution, or that other actions should be taken before a computer is considered.

If a computer system appears to be a sensible solution to a system requirement, the NCC can advise on the most appropriate method, assist in obtaining proposals from suitable suppliers and help in making the final selection. The NCC Adviser will then remain with the project through to successful implementation. The NCC's Advisory Services has been helping small firms, ranging down in size to as few as 10 employees, since 1967.

The NCC has approximately 130 professional staff based in Manchester. Most of them have had previous experience of industry or commerce and computing before joining the Centre. A small group is continuously providing advice and running courses for small firms. Consequently, the NCC is able to understand the requirements of small firms and discuss the possibilities of computing in terms that can be understood by the layman.

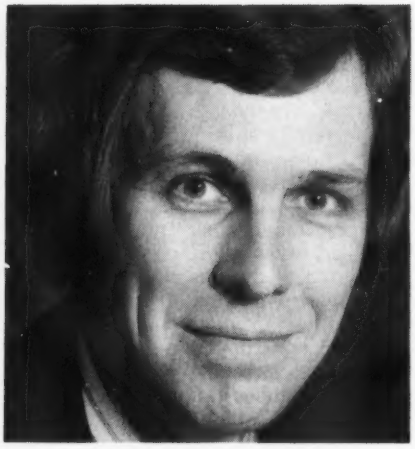
The NCC is a membership organisation with a subscription on an annual basis. Its services are available to all organisations interested in, or already using, computers, but member organisations benefit from discounts on charges for services.

If you require specific information about computing, ring the NCC's Head Office and ask for the Information Service. If you would like to discuss the possibility of using computers with an NCC Adviser, without any obligation, ring NCC's Head Office and ask for Advisory Services. If you would like further information about NCC in general, contact your nearest NCC office and ask for the Regional Officer. NCC has offices in London, Bristol, Birmingham, Manchester, Glasgow and Belfast.

The NCC's head office is at Oxford Road, Manchester, M1 7ED, tel. 061-228 6333, telex. 668962.

Lord Melchett on a visit last Friday to Woburn Engineering Ltd.

big business for small firms



David Beever
senior controller at
ICFC's Manchester office

It is inevitable that the exploits of the industrial giants and the large public companies take most of the limelight when British industry's capital problems are being discussed. The small business sector, however, has always been an important, if less glamorous, sector on which the future of British industry has depended. After all, it is this sector which accounts for about 40 per cent of the United Kingdom gross domestic product and supports around a third of employment.

Industrial and Commercial Finance Corporation has been in the field of providing finance and support facilities for the smaller company since it was formed in 1945. During the last 30 years it has built up a wide range of financial services specially geared to the needs of this sector and provided over £427 million to around 4,000 companies throughout the UK.

ICFC, which is a subsidiary of the private enterprise financial institution Finance for Industry, provides long term finance for small and medium sized businesses in amounts ranging from £5,000 to £1 million. The financial scheme is tailored to the requirements of the situation and may include secured or unsecured loans, preference, preferred ordinary, or ordinary shares, property and equipment leasing and plant purchase.

Interest rates are market rates, typically on the low rather than the high side of the current market, and expenses are modest. Rates are fixed for the period of the loan and repayment terms are normally spread over periods of up to 20 years to suit requirements.

An important element in compiling a package is the avoidance of placing too severe a strain on projected cash generation. Repayment instalments are as a rule annual but different intervals can be arranged and repayment can be accelerated by prior agreement within broad limits.

There are 18 branches in the United Kingdom, grouped into four areas – London and the South-East, Midlands, Wales and the South-West, Northern and Scotland. The area and branch structure was created in order to bring ICFC facilities to the businessman's doorstep, and because it was essential to build up a sound knowledge of local industry and commerce and its operating environment.

It is accepted that most private businesses value their independence and are eager to develop their own management style and learn from their own experience. It is not ICFC policy to interfere in the day to day management of customer companies, nor to obtain control of a customer's business. There are inevitably exceptions – for example where there is an obvious gap in the management strength, we may take the right to appoint a nominee director to help fill this gap. However, only 4 per cent of the companies in which ICFC is invested have an ICFC representative on the board.

The branch staff are the normal channel of liaison between the customer and ICFC, and it is through their relationship that the problems immediately arising in the development and growth of a small business will be discussed and solutions proposed.

ICFC also has operating subsidiaries and departments covering a wide range of financial and allied facilities ranging from venture capital, plant purchase, corporate finance, to training and management consultancy for the smaller company.

ICFC's venture capital arm is Technical Development Capital (TDC). The function of TDC is to help entrepreneurs turn technical developments into profits by providing the necessary risk capital for production and marketing. It also runs an annual award, the TDC technological innovator award, which is designed to encourage potential profit makers who are planning to start a company or expand an existing one based on a worthwhile technological advance.

'I understands you loans small firms up to £1 million'.

The Corporate Finance Department offers new issue, merger and listed company advice and is a member of the Issuing Houses Association. ICFC also has a subsidiary company – Scottish Industrial Finance – which provides similar services for Scottish Industry. Another company, Estate Duties Investment Trust, better known as EDITH, is a listed company, managed by ICFC, which offers finance to shareholders of private companies for the purpose of making provision for Capital Transfer Tax and other forms of personal taxation.

The management consultancy subsidiary is ICFC NUMAS which provides a range of management consultancy services specially geared to the needs of the smaller business.

Presenting your case

If you want to discuss the provision of finance for your company, you can always telephone me at my office in Manchester, telephone number 061-833 9511 and arrange a meeting. Or you can ring any of ICFC's branches situated in other principal towns throughout the UK.

It is always helpful for ICFC to receive some information before the first meeting and the following is a general guide:

1 Audited accounts for five years or, if the business has been trading for less, the full trading period.
2 Information on current trading, such as draft accounts for a full or part year.
3 Forecasts, including general budgets and cash flows and specific projects budgets where this is appropriate.
4 Major shareholdings and particulars of any long term debt.
5 Name of bankers, with overdraft and security arrangements.
6 Names of directors and senior management with ages and experience.
7 Products or services – standard publicity handouts and sales literature are very helpful.

If the finance required is for a specific project there is usually a feasibility study or report on which the decision to proceed is based and this will be particularly useful.

The first meeting will preferably, but not necessarily, be at the company's premises and can be attended by management and financial advisers. The extent of investigation depends on the complexity of the scheme, the sums involved and the degree of risk, but ICFC normally likes to see the company's operations for themselves and to meet the management.

It may be necessary for ICFC to call on specialist advice from their own surveyors, accountants or industrial marketing advisers but this can normally be arranged at quite short notice and does not take long in execution; individual visits are unlikely to take more than one working day. The attitude of ICFC's specialist advisers is one of inquiry rather than criticism and we find that, with their wide knowledge of industry, these advisers can be stimulating visitors to a company whose management may be so occupied with day to day affairs that they do not often have the chance to discuss their problems with uncommitted experts. Their prime function, however, is to help their branch staff form a view about a company and its plans.

When the adviser's reports are available the branch manager or controller responsible for the application will form his own judgement on whether the corporation should enter into a long term arrangement and, if so, on what terms.

In a normal case the process of receiving an application, discussing it, examining the company and the information provided and formulating a proposal will take from two weeks to one month. ICFC prefers to agree these proposals in advance with the company before they are considered formally.

On approval a formal offer is sent to the company, together with Heads of Terms which set our the basic terms on which the funds are to be advanced. These will usually include a number of conditions precedent, eg grant of planning permission and certain warranties, but ICFC tries to keep these formalities to the minimum possible consistent with their position as long term investor. The Heads of Terms are usually discussed with the company and its financial and/or legal advisers before they are accepted. At that point, although ICFC regards itself as committed, the customer commits himself only to their negotiation fee, which is normally 1-1½ per cent of the amount of the facility. Legal completion can take anything from a few weeks to several months, the period being to a large extent out of ICFC's hands, dependent as it is, on such matters as planning consents and shareholders' meetings and sometimes solution of tax problems. It is always possible in appropriate cases for part of the advance to be provided before completion. It is also possible for funds to be taken up over a period of up to a year after completion without penalty. For longer periods ICFC should ask for a commitment fee.

The procedures outlined above apply particularly to the first approach by a company. Once ICFC is involved further advances can be dealt with more expeditiously, with less formality and investigation. Customers are at liberty to return repeatedly for new funds, provided the financial circumstances of the company justify further money, but ICFC should not normally expect to see a second application within nine months to a year after the first.

services for the small firm

Exhibition and three evening seminars organised by the Small Firms Information Centre, Manchester, with the co-operation of the North East Lancashire Development Association

Burnley: Lancastrian Banqueting Suite, Centenary Way

seminar

Tuesday, 27 January	Chairman	Councillor J. Simpson, chairman, North East Lancashire Development Association.
	Introducing automation	S. W. Stretton, MSc, CEng, AMBIM, manager, Automation Centre, Manchester Polytechnic.
	Information needs of a clearing bank	K. J. Duncombe, FIB, area manager, Williams and Glyn's Bank Ltd.
	Solving technical, information and marketing problems	J. E. Ford, senior research marketing manager, Shirley Institute.
	How a factor helps manufacturing industry	M. Forman, managing director, H. and H. Factors Ltd.
Wednesday, 28 January	Chairman	G. T. Burrows, ATI, president, Burnley Chamber of Commerce.
	Filling jobs through professional and executive recruitment	G. G. Denton, divisional manager, Professional and Executive Register.
	Careers in the distributive industry	F. N. Taylor, area manager, Distributive Industry Training Board.
	What the Business Statistics Office can do for small firms	D. Lewis, Business Statistics Office.
	Security	Sgt. P. A. Gudgeon, Crime Prevention Office, Burnley Division of Lancashire Constabulary.
Thursday, 29 January	Chairman	N. S. Belam, Regional Director, North Western Region, Department of Industry, Manchester.
	Source of development capital and putting up a case	A. D. V. Crook, MA, MIM, director, Small Business Capital Fund Ltd.
	Investing for growth	D. M. M. Beever, Controller, Industrial and Commercial Finance Corporation Ltd.
	Risk finance for innovation	A. M. Bone, FCA, project accountant, National Research Development Corporation.
	CBI and the small firm	A. D. Toop, regional secretary, Confederation of British Industry.

The talks will begin at 19.00 each evening and there will be ample opportunity for questions. Applications for tickets to the talks (admission free) should be made to the Small Firms Information Centre, Manchester (061) 832 5282. Admission to the remainder of the exhibition is unrestricted.

exhibition

Automation Centre
Manchester Polytechnic John Dalton Faculty of Technology, Chester Street, Manchester M1 5GD (061-236 7281)

Arbuthnot Factors Ltd.
Barnett House, Fountain Street, Manchester M2 2AP (061-236 9775)

Barclays Bank Ltd.
PO Box No. 92, 99/101 Garstang Road, Preston PR1 1LD (0772 50611)

Barclays Export and Finance Co. Ltd.
Area Office, PO Box No. 306, 22 Brown Street, Manchester M60 2BT (061-834 8100)

British Institute of Management
127 Royal Exchange, Manchester M2 7BY (061-832 9561/2/3)

Business Statistics Office
Department of Industry, Cardiff Road, Newport, Gwent NPT 1XG (0633 56111)

Burnley and District Productivity Association Ltd.
c/o Pendle Training Group, 110 Every Street, Nelson (0282 65699)

Burnley and District Incorporated Chamber of Commerce and Industry
58 Bank Parade, Burnley, Lancs BB11 1TZ (0282 23451)

Central Statistical Office
Great George Street, London SW1P 3AQ (01-233 6135)

Charterhouse Japhet (Northern) Ltd.
Merchant bankers, Pall Mall Court, 67 King Street, Manchester M2 4PD (061-832 2234)

Confederation of British Industry
North-Western Region, 56 Oxford Street, Manchester M1 6EU (061-228 1484)

Council for Small Industries in Rural Areas
15 Victoria Road, Fulwood, Preston (0772 717461)

Credit Factoring Ltd.
23 Stamford New Road, Altrincham, Cheshire WA14 1BN (061-941 4580)

Distributive Industry Training Board
64 Union Street, Oldham, Lancs (061-652 1236)

Employment Service Agency
North West Area, Red Rose House, Lancaster Road, Preston PR1 1SQ (0772 23101)

Engineering Industries Association
North West Region, 178 Corn Exchange Buildings, Fennel Street, Manchester M4 3EZ (061-834 3634)

Engineering Industry Training Board
166 Plymouth Grove, Chorlton-on-Medlock, Manchester M13 0AF (061-273 3871)

Extel Statistical Services Ltd.
Arthur House, Chorlton Street, Manchester M1 3FH (061-236 5802)

H and H Factors Ltd.
Danlee Buildings, Spring Gardens, Manchester M2 2BZ (061-228 2344)

ICFC-Numas Ltd.
15 St. John's Road, Harrow HA1 2EE (01-863 7155)

Industrial and Commercial Finance Corporation Ltd.
Virginia House, 5 Cheapside, Manchester M2 4WG (061-833 9511)

Alex Lawrie Factors Ltd.
Northern Region, Queens House, Queens Street, Manchester M2 5HT (061-834 7415)

Mercantile Credit Co. Ltd.
Astley House, Quay Street, Manchester M60 9DQ (061-833 9100)

Metrication Board
22 Kingsway, London WC2B 6LE (01-242 6828)

Midland Bank Group Ltd.
Regional Head Office, 12 Winckley Square, Preston, Lancs PR1 3EY (0772 50771)

National Computing Centre
Oxford Road, Manchester M1 7ED (061-228 6333)

National Research Development Corporation
PO Box 236, Kingsgate House, 66/74 Victoria Street, London SW1E 7SL (01-828 3400)

National Westminster Bank
Burnley Area Office, PO Box No. 22, Chaddesley House, Manchester Road, Burnley, Lancs BB11 1HR (0282 29911)

North East Lancashire Development Association
79-81 Church Street, Burnley BB11 2RS (0282 37411)

Professional and Executive Recruitment
Crystal House, Birley Street, Preston PR1 2DX (0772 59743)

The Shirley Institute
Didsbury, Manchester M20 8RX (061-445 8141)

Small Business Capital Fund Ltd.
88 Baker Street, London W1M 1DL (01-486 5021/5)

Small Firms Information Centre
North Western Region, Peter House, Oxford Street, Manchester M1 5AN (061-832 5282 Freefone 6005)

Williams and Glyn's Bank
Bank Chambers, 97 Fishergate, Preston PR1 2DP (0772 21559)

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Barnoldswick 028-281 2192.	**Great Harwood 93 884990.**
Blackburn 93 52711.	**Haslingden 070-62 6286.**
Burnley 0282 22651.	**Nelson 0282 66386.**
Clitheroe 0200 22564.	**Padiham 0282 72222.**
Colne 028-24 3400.	**Rawtenstall 070-62 4016.**

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A. D. Toop
regional secretary,
North West Region,
Confederation of British Industry

The Confederation of British Industry serves a number of important functions. It provides for British industry the means for formulating and publicising industry's views on economic, fiscal, industrial and commercial, labour, social, legal and technical questions, and for influencing policy on these matters. It provides a national point of reference for those seeking the views of industry.

It also seeks to develop the contribution of British industry to the national economy, and to encourage its efficiency and competitive power by ensuring that adequate advice, information and services are available to it.

CBI was founded just over ten years ago by the merger of three existing organisations, one of which consisted overwhelmingly of smaller firms. They have thus always been an important element in its membership.

Entirely independent

It is an entirely independent organisation financed by the subscriptions of its members. The bulk of its financial support comes from its individual company members. These include most of the nationalised industries, more than 80 of the top 100, and over half of the top 1,000 publicly-quoted companies, as well as several thousand smaller firms, mainly manufacturing, wholesaling and construction. Another important element in CBI's membership are the more than 200 trade associations and employers' organisations representing particular sectors. They provide an indirect link to many thousands more small firms.

Critics of CBI have suggested that as a result of this considerable diversity of membership, the views of smaller firms might tend to get overlooked. In fact, this is far from the case, and a great deal of attention is paid to ensuring, by both formal and informal means, that smaller firms' views are heard, and have a real influence on CBI's overall policies.

Furthermore, small firms reap the benefit of belonging to an organisation which has the staff resources to enable it to put up comprehensive and detailed arguments on a par with those made by Government departments and agencies.

Policy development

Detailed development of CBI policies is generally undertaken by specialist standing committees which deal with particular subjects, such as economic policy, taxation or regional development. There is a general provision for 10 per cent of the membership of the Committees to be representative of smaller firms.

In certain instances, and particularly on working parties dealing with subjects of major concern to smaller firms (such as capital transfer tax, for example) representation is very much heavier. The importance of keeping in touch with opinion in the regions, and in dealing with local issues of importance to industry is fully appreciated. CBI has a network of regional offices in the main centres throughout the country. In the North West there are presently offices in both Manchester and Liverpool, although, as is the case with the Department of Industry, the North West is treated as a single region.

Each region has a regional council, whose membership is mainly on an elected basis. Here again, smaller firms' interests are taken into account by the requirement that 25 per cent of the membership of such councils must be drawn from smaller firms. The regional councils consider not only matters specific to their own region, but also make a valuable contribution to the development of general CBI policies.

Smaller Firms Council

Another important body in CBI machinery is the Smaller Firms Council. The membership of this is made up partly on the basis of regional representation, and partly on the basis of industrial sector, through links with trade associa-

to belong

tions. Apart from a few members representing banks, financial institutions and accountancy firms which are closely connected with smaller firms' affairs, the majority of the council's membership consists of owner-managers of smaller firms. This council meets monthly, and like the Regional Council debates many matters of general policy as well as paying particular attention to matters close to the interests of small private firms.

Having passed through these processes of formation, consultation and amendment, policy papers are put before the CBI Council, the ultimate policy-making body, before being adopted as CBI's considered viewpoint. The Council itself has around 400 members, widely representative of CBI membership as a whole. They include representatives of nationalised industries, trade associations, regional councils and co-opted members who cover a wide range of interests. The latter categories include a good number of owner-managers of smaller firms.

Informal consultation

The formal processes of policy formation and consultation outlined above, while thorough and designed to ensure that no views go unheard, are necessarily fairly slow. They must therefore be supplemented by much more informal methods, which allow the president, director-general and other top officials to react quickly in rapidly changing situations and yet still maintain a stance which they can be confident fairly represents the viewpoint of the membership as a whole. The chairman of the Smaller Firms Council and other smaller firms' representatives are closely consulted and kept informed on developments in top-level negotiations with Government and others.

Members of the Smaller Firms Council have been particularly concerned that many Government decisions affecting industry may have been taken without a full appreciation of the practical difficulties and consequences. The council has, therefore, held a series of meetings during the past year or so with Members of Parliament of all political persuasions in an attempt to convey to them the difficulties faced by smaller firms – a sector of the economy which is publicly recognised by all concerned as being a very important element in the national economy.

At the same time CBI staff and committee experts correspond and hold frequent meetings with civil servants in many Government departments, and have appeared before Select Committees and Committees of Inquiry to press industrial viewpoints.

Monitoring the state of trade

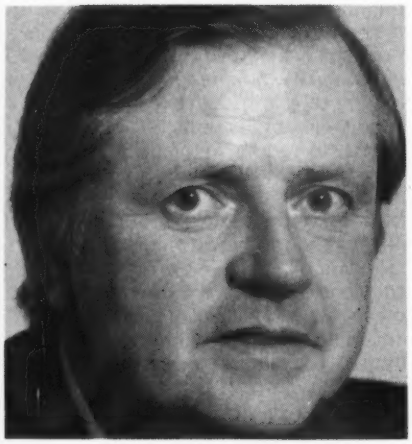
A valuable function performed by CBI's Regional Councils and the Smaller Firms Council is the monitoring of the state of trade. Comments made at these meetings are a valuable supplement to the statistical data collected by CBI's authoritative Industrial Trends Survey, and enable CBI to provide an up-to-the-minute account of the situation in industry generally, or within particular regions.

Importance of smaller firms

In looking at the longer-term prospects for smaller firms, it is worth recalling again that CBI has long recognised their importance. It pressed for an official inquiry on the subject and provided extensive evidence to the Bolton Committee when this was established. It welcomed the decision to set up the Small Firms Division within the Department of Industry and the establishment of the Small Firms Information Centres. Although CBI can often, as a result of its policy work, provide advice to its members, and keep them informed via its members' bulletin and other publications, it is not equipped to play a broad signposting role, and believes the Centres have a valuable function to perform in this regard.

However, reflecting the views of its members, CBI does remain critical of many aspects of present policy. It does not believe that the provision of information or the holding of meetings are, in themselves, effective in maintaining a dynamic smaller firms sector. It has noted the frequent expressions of interest made by Ministers, but is still looking for real evidence that these will be translated into the distinct changes in fiscal, economic and legislative policies which it believes are required if the smaller firms sector is to overcome its present very low level of confidence, and play the valuable role in the development of the national economy, of which it is certainly capable.

helping managers manage



Derek Kinston
regional manager,
British Institute of Management

It may seem to be stating the obvious but the first thing to say about the British Institute of Management is that it is 'the managers organisation', because it is to the BIM that the manager can always turn for help. Founded in 1947, it is the largest organisation of its kind in the world and is independent, non-political and self-financing. Its basic aim is to improve management performance, striving to promote the highest standards of management in every sector of the economy. The institute has over 13,000 companies and organisations of all kinds in membership, these are known as collective subscribers, and anyone concerned in the management of these member organisations can, at any time, expect to get information, assistance and guidance in every area of management. About half the 13,000 companies availing themselves of this unique service could be described as small firms. Many large firms can, of course, afford to employ specialists as an integral part of their management team, but not so the small business. Provision of specialist facilities is usually outside their scope, so here the British Institute of Management can fill the gap.

Different solutions

The problems which face managers in small and large companies may be similar but, bearing in mind the differing circumstances, the solutions can be quite different. It was for this reason that some years ago the BIM saw the necessity to introduce its Smaller Business Unit, the staff of which are specialist in handling information and dealing with problems which face managers in small firms. The unit cannot provide a substitute for your own executive judgement, but can provide information and advice which will help you to make sound decisions based on a wider knowledge of the problems involved. In providing this, the information officers are greatly assisted by personally knowing of the successes other companies have had in tackling similar problems.

The Smaller Business Unit

In essence the Smaller Business Unit is the Institute's special channel through which its total resources can be put to practical and profitable use by the manager in the smaller firm.

Many inquiries received concern the provision of finance for start-up or development, but small companies also want to know about the assistance offered by new towns, industrial estates, and by the growing number of established companies that are willing to provide technical and research facilities for smaller firms.

The BIM also has several other specialist units providing services to members and others, regardless of the size of their company.

The Management Information Service is geared to save you time and money by answering your inquiries on general management problems, by telephone, or letter. Inquiries of a more complex nature are dealt with by the appropriate specialist.

The Executive Remuneration Service is of importance to the smaller business wishing to ensure that the payment of its executives is in line with that of neighbours and competitors. It is also useful in costing future expansion in terms of new executives required.

Again, the Management Training Unit is able to provide guidance in choosing the external courses appropriate to the managers of smaller businesses, using the information bank of the Management Education Information Unit. It can help in the design and staffing of management courses to be carried out in-company, and also help to select training materials which will enable the smaller business to carry out its own training.

Should you feel that you need the services of a consultant, the Management Consulting Services Information Bureau can provide short lists of con-

'The basic aim of the Bill is to improve management performance'.

sultants who have recently carried out successful work in companies of a similar size to your own, and in the same general area.

Industrial relations

Some of the most intractable problems faced by managers are concerned with industrial relations. Maybe you don't have your own specialist adviser in this field, but BIM does. Of course difficult problems cannot usually be solved on a telephone or even by a short visit, but you can call upon someone who will give you a fresh slant to your particular situation and who will be able to make suggestions which will enable you to find the best solution.

Do you know what distribution is costing your company? Do you treat it merely as an overhead, or as something which can make a contribution to your company's profitability?

The centre for Physical Distribution Management offers a wide range of services to help managers to get to grips with this area of vital importance to any company with raw materials and finished products to move, store and handle.

Britain's entry into the enlarged Community opened up new business horizons and at the same time introduced further complexity to the management task, both within the UK and within the operations of British companies in other Community countries. The movement of an increasing number of companies towards internationalising their business organisation poses problems to which few, if any, have found all the answers. Advice on tackling many of these problems and activities to be organised in the years ahead is now a further service to members through our International Management Adviser.

BIM library service

The particular value of this service for the smaller business, beyond the provision of books and periodicals dealing in every aspect of business, lies in the availability of a very wide range of unpublished material, conference and seminar papers, and a large collection of documents, manuals, working papers, forms and charts, donated by member companies. The trained library staff will winkle out for you the latest published material on any management subject. You can also receive regularly updated reading lists covering 170 subject areas, or the staff will prepare a tailor-made one to meet your special need and inquiry. Every item on the Reading List is held in the Library and can be borrowed or a photocopy supplied.

Details of all these services, together with costs – a company with less than 50 employees would pay an annual subscription of only £50 – can be obtained from the Institute's regional manager in your area.

Although the majority of members are industrial or commercial companies, non-profit making organisations, such as hospitals, the armed services, Government Departments, local authorities and many others, also find that by becoming BIM collective subscribers, they are able to draw upon a wide range of information and advisory services which would either be impossible or uneconomic for them to provide themselves.

GOING METRIC–IN BUSINESS

HOW FAR HAVE YOU GOT?

If you haven't started your changeover to metric, or haven't got very far with it, you could soon come up against two new pressures. On one side buyers – more and more of them – will be inviting tenders and placing orders in metric. On the other side, suppliers will be dealing more and more in metric. Already non-metric tools, components and materials are beginning to be that bit harder to find, that bit more expensive.

You can beat this particular problem by facing up now to going metric. By planning your changeover in the way that suits you best you can avoid, or at least shorten, the period of dual stocking and running production lines in imperial as well as in metric. You can make the most of the chance to rationalise your product range and production processes. You can help yourself to stay competitive by making sure you can take on metric contracts.

Want some help in going metric? Ask the Metrication Board for their booklet *"GOING METRIC IN THE SMALL FIRM– A Practical Guide for Management."* This should help you to plan your own metric change efficiently and economically. The booklet is free – all you have to do is fill in the coupon and send it off to the Metrication Board. It is also available from Small Firms Information Centres.

One thing is certain: metric firms are best placed to trade profitably in today's metric world. How are you placed?

TO: THE METRICATION BOARD 22 Kingsway, LONDON WC2B 6LE. Please send me my free copy of "Going Metric in the Small Firm."

NAME _____

ADDRESS _____

_____

T & I/1

The Metrication Board 22 Kingsway, London WC2B 6LE

BOTB News

Hardware joint-ventures in Canada and Cologne

The BOTB and the Hardware Manufacturers Association are organising three joint venture schemes in February. Some 16 companies will be participating in the joint venture at the Canadian Hardware Show, Coliseum Exhibition Park, Toronto (8-11 February). Three of the companies exhibiting already have well established outlets in the Canadian market.

Products shown by individual members of the group will include bathroom fittings, car accessories, cookware, curtain tracks, door and window furniture, florist sundry items, garden furniture and garden equipment, kitchen equipment, occasional and nursery furniture, padlocks and precision instruments.

In Cologne, 45 British companies make up the two joint ventures during the month. There are 33 British participants in the International Housewares Fair (14-17 February); they are based in Halls 1, 4 and 5. Twelve more will be in Hall 12 of the International Hardware Fair (16-19 February). A wide range of products will be displayed by the companies, many of whom are introducing completely new items.

Die-casting in Basle exhibition

Some 20 British manufacturers will be participating in the 7th International Diecasting Exhibition, Basle, Switzerland, from 22-26 June 1976, under a joint venture scheme arranged by the BOTB and the London Chamber of Commerce.

The majority of these British companies are founder exhibitors of the International Diecasting Exhibition which was previously held on six occasions at Olympia, London, since 1963.

British exhibitors will include manufacturers of diecasting machinery, trimming presses and a full range of auxiliary equipment. A number of diecasting jobbers have also made early application for the British joint-venture scheme.

Rotterdam: British shopping promotion

A British Shopping Promotion organised by the Lijnbaan Retailers' Association and assisted by the BOTB has been arranged as part of the British fortnight in Rotterdam in May 1976. A list of stores participating in the promotion and their product requirements is available from the EIS Documents Section (tel. 01-248 5757 ext. 7025).

Interested British suppliers are asked to contact participating stores, preferably in Dutch, direct or through their Dutch agents. In the absence of any response within a reasonable period, firms are advised to actively follow up their original approach.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

A guide to business in Belgium

The British Chamber of Commerce for Belgium and Luxembourg has just produced a new expanded edition of its very successful 'Business Briefing for Belgium', a concise and comprehensive guide to all aspects of business operations in Belgium.

Included in this revised edition are the latest details concerning financial reporting and auditing, plus the practical aspects of setting up a home and business, incentives to investors from abroad, market research, agency and distribution agreements, banking and credit facilities, corporation legislation, site selection for buildings (including two case histories of new establishments), social laws and employment contracts, insurances, taxation, schooling and many other aspects of doing business in Belgium. A last chapter forms a 'plain man's guide' to the European Communities.

'Business Briefing for Belgium', 304 pages, costs BF450 per copy, with significant discounts for ten copies or more. Orders should be sent to the British Chamber of Commerce for Belgium and Luxembourg (Inc.), rue Joseph II 30, 1040 Brussels, Belgium.

Britain exported £982 million to the Netherlands last year.
Isn't it time you got a slice of the cake?

We can research the potential within the Dutch market for your product, assist in setting up operations, or conduct an agency search. With established contacts in government, commerce and banking etc. we can introduce you to the right people. And all at very low cost.

Contact: Mr. Alabaster. Tel: 01-405 1358
THE NETHERLANDS-BRITISH CHAMBER OF COMMERCE
307 High Holborn, London WC1V 7LS

JAPAN DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of negotiations with the Japanese in the above sectors, we are pleased to offer our specialised services, which also include market research.

Mr. Rock from our Tokyo office is now stationed in the U.K. His address is 88 Wimborne Road, Poole, BH15 2DA, (Tel: 020 13 79820), and he is available for consultations with clients whenever necessary.

G. INOUYE, Managing Director
RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8823/5. Telex: J28647 (Raydenco).
Cables: Raydenco, TOKYO

Missions and Tours

Orders totalling £500,000 from Saudi Arabia

Orders worth £500,000 – and a further £1,400,000 anticipated business within the next 12 months – have been gained by a trade mission to Saudi Arabia. Arranged by the BOTB and the Birmingham Chamber of Industry and Commerce, the mission went to Saudi Arabia, Oman and Bahrain from 21 November-6 December. Mr. B. Penn, export sales director of Armitage Shanks Ltd., Glasgow manufacturers of sanitary ware and ancillary fittings, led the mission.

A further six trade missions to Saudi Arabia in the first four months of 1976 are being supported by the BOTB. More than 80 businessmen will be taking part in these missions and they will be marketing a wide range of products including sports equipment, paints, fertilisers, machine tools, textile machinery, educational aids, batteries and clothing.

The missions are:

13-28 January: Cardiff Chamber of Commerce: also visiting Iraq.

30 January-23 February: Manchester Chamber of Commerce: also visiting Bahrain, Qatar, Abu Dhabi, Dubai and Oman.

8-23 February: Humberside Institute of Exports: also visiting Jordan and the Yemen Arab Republic.

24 February-16 March: Bristol Chamber of Commerce: also visiting Bahrain, Abu Dhabi and Kuwait.

19-31 March: Leicester Chamber of Commerce: also visiting Iraq.

9-26 April: Wolverhampton Chamber of Commerce: also visiting Bahrain, Kuwait and Dubai.

British engineering firms seek sales opportunities in Japan

A 14-man trade mission, led by Col. R. E. Scott, deputy director of the Engineering Industries Association, and with representatives of 13 British engineering companies, is visiting Japan from 19-31 January. The visit, organised by the EIA and supported by the BOTB, is aimed at taking advantage of increased trading opportunities which are expected to arise from an anticipated recovery in the Japanese economy in the near future.

A variety of products will be promoted, including metal-working centre lathes, high-pressure valves, rock drilling equipment, and combustion engineering systems.

Mission members are free to pursue their own commercial objectives, which include seeking agency representation, researching market potential and Japanese competition, looking for new customers or possible partners for manufacturing under licence or joint-venture terms, and following up inquiries which have already been received from Japanese businessmen. A number of mission members have already established markets in Japan and will be meeting their agents.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

British mission to Czechoslovakia . . .

A joint delegation from the London and Birmingham Chambers of Commerce, headed by Leopold Friedman, the London chamber's Czechoslovak section chairman, will attend the annual meeting of the Czechoslovak chamber's British section in Prague on 20 January. Representatives of 25 British companies will take part and subsequently pursue individual discussions with their Czechoslovak counterparts.

. . . and a British Technical Week

The London Chamber is also to organise a British Technical Week in Prague from 9-13 February. Concentrating on materials handling, automotive engineering, metallurgy and metal finishing, 14 British companies including Shell, Jones Cranes, Dexion and Freight Bonallack are to participate. The programme, supported by the BOTB and consisting of technical lectures backed by displays, will be held in the Prague Technical Museum and will be attended by a wide variety of Czechoslovak technical and commercial officials from the foreign trade ministry and organisations.

London Chamber mission to Cuba

A London Chamber of Commerce and Industry mission left London on 17 January for a seven-day visit to Cuba. Organised in conjunction with the BOTB, the mission, led by Lord Ebbisham, a vice-president of the Chamber, will endeavour to boost bilateral trade and identify future opportunities at a time of rapid development in the Cuban economy.

The 30-man mission, which includes representatives of Head Wrightson, Pye, Schroder Wagg, Plessey, Decca, GEC, BP, Perkins Engines, Sir William Halcrow and the Booker McConnell Group, strongly reflects priority sectors designated in the country's recently published first five-year development plan. Identifying the sectors offering best prospects for the UK at a recent Chamber seminar on Cuba. Peter Shore, Secretary of State for Trade, said that Britain 'was very anxious indeed' to co-operate in developing the Cuban economy.

The opportunities Mr. Shore mentioned are in the development of the basic infrastructure with particular reference to ports and communications and the re-equipping of the sugar industry and associated irrigation works.

British exports to Cuba increased appreciably in 1975 reaching £36.5 million at the end of November compared to £22.9 million in the corresponding period of 1974.

Owing to a trade surplus attributed largely to increased sugar prices, Cuba has been gradually increasing her trade with non-communist countries, notably Canada, Spain and particularly Japan, already Cuba's second largest trading partner. However there seems no reason to suppose that the structure of Cuba's foreign trade, 60 per cent of which is accounted for by Comecon countries, will change drastically.

With her exports to Britain lagging at £6.1 million during the first 11 months of 1975, Cuban officials are anxious to step up their sales in the UK. The Chamber mission will try where possible, to assist Cuban enterprises in this regard.

Exhibitions and Fairs

British firms rise well to Moscow physics challenge

From Stephen Band, Second Secretary (Commercial), British Embassy, Moscow. Twenty British companies took part on joint venture terms in the Soviet International Specialised Exhibition 'Physika 75', held in Moscow from 25 November to 3 December, which attracted 150 exhibitors from 14 countries. The British stand, one of the largest in the exhibition, was sponsored jointly by the Scientific Instrument Manufacturers Association and the BOTB.

The exhibition was organised by the Soviet Chamber of Commerce and Industry and sponsored by the P. N. Lebedev Institute of Physics of the USSR Academy of Sciences. The aim of the exhibition was to attract manufacturers of advanced equipment in the field of physics research, and British firms rose well to the challenge. British scientific instrument manufacturers represent a sector of British industry that has been traditionally successful in the Soviet market, and the majority of the exhibiting companies were already well-known in Moscow.

Most of these firms felt that the exhibition had been a successful way of maintaining and extending their contacts with Soviet end-users and foreign trading corporations, and a number of them also did lively business off the stand. MSE Scientific Instruments, for example, sold £40,000 worth of their centrifuges for medical laboratory research and the Uni-Export Group recorded sales and orders worth £110,000. Instron also did their customary excellent business.

For companies in Moscow for the first time, the criteria for judging success are different. Breaking into the Soviet market is a slow but ultimately rewarding process, and much depends on the energy with which contacts made during the exhibition are followed up. Companies who are prepared to have representatives stay behind after close-down often find that orders materialise then.

Most 'first-timer' companies in 'Physika '75' attracted a great deal of interest and reported a firm impression that their prospects for future business in the Soviet Union were good. Precision Devices and Systems, for example, had a constant stream of visitors to their stand to examine their anemometers and spectrometers.

Discussions at the Moscow physics exhibitions.

Many of the companies involved in 'Physika '75' will next be exhibiting in the USSR at the British Scientific Instruments Exhibition to be held in Moscow from 11-20 October 1976. This will be the second British exhibition on this theme: the first, held in 1973, proved a considerable success.

Contemporary medicine at Skopje in April

The 2nd international exhibition on 'Contemporary Medicine', to be held in Skopje, Yugoslavia, from 7-11 April 1976 is a biennial event which covers all types of hospital equipment, including: surgical, operational and dental equipment; laboratory and test apparatus; ready-made medicaments; orthopaedic aids, etc.; sanitary materials, bandages, etc.; hospital and office furniture; all types of hospital clothing; and health-service food products.

The closing date for space hiring has been postponed to 15 February 1976.

The BOTB will not be organising a joint venture to this event but further information on this exhibition may be obtained from: Mr. Kosta Petrov, Secretary, Community of Health Organisation of SR Macedonia, 91000 Skopje, Maksim Gorki Street No. 16/1, PO Box 395, Yugoslavia (tel. 35-402).

Country Desk contact in the Department's Fairs and Promotions Branch, A. E. Reid, tel. 01-248 5757, ext. 604.

Edwin Field and Sons Ltd., of Tentercroft, Skelmanthorpe, Huddersfield, were amongst 16 British carpet manufacturers exhibiting under the sponsorship of the BOTB, in association with the British Carpets Export Association, at the 10th International Carpets Exhibition held in Paris from 8-12 January.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Trade Information

Peter Shore urges need for substantial new orders from Soviet Union

Peter Shore, Secretary of State for Trade, said on 15 January that it was absolutely essential that the Soviet Union should place some substantial new orders with British industry.

Addressing the British-Soviet Chamber of Commerce lunch in London, Mr. Shore referred to the forthcoming meeting of the Anglo-Soviet Joint Commission in London next May and said:

'I very much hope that a number of substantial contracts will have been signed by then.'

He emphasised that in order to maintain the increased interest of British industry it was very important that agreement should be reached on a number of major contracts without undue delay.

There was a danger of losing the momentum given by the Prime Minister's visit last February, and disappointment would be caused by any subsequent downturn in our trade.

'Gratifying as the 1975 figures are, it is absolutely essential that some substantial new orders should be placed with British industry in the near future if we are to do no more than maintain the present level of British exports to the Soviet market,' he declared.

'Of course, what we are all hoping for, is not just the maintenance of existing levels, but a further and significant growth in our trade.'

Anglo-Soviet trade

Discussing the prospects for increased trade between the two countries, Mr. Shore said the Prime Minister had not only signed the Long Term Programmes in Moscow in February, but his meetings at that time with Mr. Brezhnev and Mr. Kosygin created a particularly good climate for an increase in Anglo-Soviet trade.

'Since then I have myself been to Moscow twice. The first time was in May 1975 for the meeting of the Anglo-Soviet Joint Commission and the second was for a short visit at the end of September. On both occasions my discussions with Deputy Prime Minister Kirillin and Mr. Patolichev convinced me that there was a real desire on the Soviet side to see an increase in our trade and various forms of co-operation. But I was left in no doubt that British proposals would be considered by the Soviet trading organisations strictly on their commercial merits.

'The new credit facilities which were negotiated at the time of the Prime Minister's visit, together with the revised cost escalation scheme which I recently announced in the House of Commons, should go some way to helping British firms to offer competitive terms, particularly in the capital goods field.

Industrial contacts

'In addition to this continuing dialogue between Ministers, there has been a large increase in the number of British companies going to Moscow both individually and as members of trade missions.'

Mr. Shore said the British Soviet Chamber of Commerce had been very active. Following the major mission in 1974, five smaller group visits were organised in 1975 and he understood that a further four were planned for this year, while the first, to take place in February, was already over-subscribed.

Mr. Patolichev's visit

Mr. Shore said that Mr. Patolichev's visit to Britain last December was a fitting culmination to what had been an eventful year in Anglo-Soviet relations.

'I had long discussions with Mr. Patolichev and his delegation, and we soon found a common identity of purpose: to strengthen the commercial and economic relations between our two countries, and to work for a further and substantial development of Anglo-Soviet trade.

'It is gratifying that the total turnover in our trade in 1975 will show a substantial increase compared to 1974, and I am particularly pleased that British exports have been running at about twice the value of 1974,' said Mr. Shore.

'During the course of 1975 British firms have won a number of useful orders including valve manufacturing equipment, equipment for a tyre factory, hydraulic presses, textile plant, photo-copying machines, equipment for spark plug factories, materials handling equipment and toys. This is just a selection but it shows the wide variety of British exports to the Soviet Union.

Negotiations significantly advanced

'Mr. Patolichev's delegation was preceded by an advance party led by Mr. Komarov, Deputy Minister of Foreign Trade, who was accompanied by very senior officials of a number of the foreign trade organisations. Mr. Komarov and his colleagues had discussions with a number of British companies which I understand significantly advanced some commercial negotiations already under way.

'It is gratifying to note that negotiations are currently in progress for the delivery to the Soviet Union of equipment for the chemical and petro-chemical industry; the aviation industry; light industry, including textile equipment and carpet making equipment; the timber, cellulose, paper and woodworking industries; as well as of complete equipment for the production of compound fertilisers and plant protection chemicals, equipment for the food industry, and for a number of other projects.

'I have no wish to imply that all these negotiations will necessarily result in firm contracts. What I want to do is to point to the number and scope of the current negotiations which I believe reflect a very substantial change in the position compared with say two years or even a year ago. Most of the

areas covered by these negotiations feature in the Long Term Economic and Industrial Programme; contracts for other projects in the Programme have already been concluded. A further joint review of progress under the Programme will be made in Moscow in March, in preparation for the fifth meeting of the Anglo-Soviet Joint Commission in May.

'This meeting will be held in London and I very much hope that a number of substantial contracts will have been signed by then. I particularly stressed to Mr. Patolichev that, in order to maintain the increased interest of British industry, it was very important that agreement should be reached on a number of major contracts without undue delay. I emphasised the danger of losing the momentum given by the Prime Minister's visit last February and the disappointment which would be caused by any subsequent downturn in our trade. And gratifying as the 1975 figures are, it is absolutely essential that some substantial new orders should be placed with British industry in the near future if we are to do no more than maintain the present level of British exports to the Soviet market. Of course, what we are all hoping for is not just the maintenance of existing levels but a further and significant growth in our trade.'

Exporting to the USSR and Eastern Europe: conference

The Centre for International Briefing, Farnham Castle, Surrey, is arranging a conference on exporting to the USSR and Eastern Europe from Wednesday to Friday, 10-12 March. A fee of £100 covers attendance, accommodation and meals. Further information and application forms are available from the Conference Secretary, Farnham Castle, Farnham, Surrey (tel. Farnham (02513) 21194).

Offices in Czechoslovakia

The Czechoslovak Ministry of Foreign Trade have issued a Decree, number 125, dated 28 October 1975, allowing foreign companies to open offices in Czechoslovakia. Interested firms should contact the Federal Ministry of Foreign Trade, tr Politickych veznu 20, 110 00 PRAHA 1, Czechoslovakia, but only companies which have already done business in Czechoslovakia may apply for a licence.

A copy, in English, of the above Decree is available. Inquiries OTAR ext. 466/467/288.

Exporting to Norway

The London Chamber of Commerce and Industry is organising a half-day forum on Anglo-Norwegian trade on 18 February. The chairman will be Sir Alexander Glen, chairman of the British Tourist Authority; other speakers will include Stanley Black, Commercial Counsellor, British Embassy, Oslo and Mr. O. Knudsen of the Norway Export Council.

The programme will cover the opportunities offered by Norwegian offshore oil, transport and shipping as well as Anglo-Norwegian trade from both the British and Norwegian points of view. The forum will be held at the London Chamber.

For further information contact Mrs. M. C. Yelland, International Division, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4 (tel. 01-248 4444, ext. 304).

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Greece: 'Investors' Workshop' set up

The British-Hellenic Chamber of Commerce has initiated a service for potential UK investors in Greece. To assist UK business visitors to Greece certain British members of the chamber resident in Athens have agreed to operate an 'Investors' Workshop'. The members will be prepared to discuss their own experience in Greece, and to give advice on all possible subjects. Inquiries: CRE tel. 01-215 5338.

Business backed by ECGD

£12 million line of credit for Norway. The Export Credits Guarantee Department has guaranteed a £12 million line of credit which National Westminster Bank Ltd. have made available to a consortium of borrowers led by Mobil Exploration Norway Inc. The loan will help finance the purchase of UK equipment and associated services for use on a production platform in phase 1 of the Statfjord Field of the Norwegian sector in the North Sea.

Matthew Hall Engineering Ltd. will be the main UK contractor and besides supplying specialised engineering services, will act as agent for purchasing UK equipment.

Exporters will receive 80 per cent of the UK contract price from the loan; the remaining 20 per cent is payable from the buyer's own resources. To qualify, a contract must have a minimum value of £25,000 and be placed by May 1977.

For further information on this line of credit contact either Mr. R. Willis of ECGD (tel. 01-606 6699, ext. 279) or Mr. C. Cheesman of National Westminster (tel. 01-606 1080).

Hints to business men booklets: Zaire

A revised edition of the booklet on Zaire has been published in the 'Hints to Business Men' Series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7146, or any Regional Office of the Departments of Trade and Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd., 8/10 Parkway, London NW1 7AD (tel. 01-267 1285).

Documentation for exports to Senegal and Upper Volta

Senegal and Upper Volta are signatories of the ACP/EEC Lomé Convention. Under this Agreement the EEC gives tariff preferences to products imported from the ACP states on a non-reciprocal basis. The authorities in Senegal and Upper Volta, however, are understood to be prepared to extend to the new EEC Member States the tariff preferences previously given to the original Member States under the Yaoundé Convention. As a consequence they are demanding the production of forms EUR1 for imports from the UK.

As a result of the Department of Trade's concern that failure to comply with this requirement might lead to a loss of exports, HM Customs and Excise are prepared, in these exceptional circumstances, to issue forms EUR1 for goods exported direct to Senegal and Upper Volta that satisfy the origin requirements described in Customs Notice 825.

Forms EUR1 may be obtained from any Custom House or office of a Collector of Customs and Excise or from HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, quoting reference C1299.

Forms completed in accordance with paragraph 20 of Notice 825 should be forwarded to HM Customs and Excise, International Customs Division E, Branch 2, Room 113, Adelaide House, London Bridge, London EC4R 9DB. They will be returned to the exporter after endorsement.

Inquiries: CRE 01-215 5106.

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH.

No. 1535: Television sets and tubes: import surveillance

It was announced in Notice to Importers No. 1531 (see *Trade and Industry*, 2 January 1976) that, with effect from 15 January 1976, certain monochrome and all colour television sets and colour television tubes, which were not already subject to individual import licensing, consigned to the United Kingdom from all sources would become subject to import surveillance arrangements.

Until further notice these arrangements will not apply to such goods consigned to the United Kingdom from EEC countries.

ORIENT OVERSEAS CONTAINER LINE

ORIENT OVERSEAS LINE

REGULAR FAST CONTAINER SERVICE TO AND FROM THE UK VIA FELIXSTOWE TO THE FAR EAST

General European Agents

ORIENT OVERSEAS SHIPPING AGENCIES (UK LTD.)

Third Floor, Plantation House, 31-35 Fenchurch St., London, E.C.3.

Tel. 01-623 8894

No. 1536: Imports of Romanian oil

On and after 24 January 1976 the following goods originating in or consigned to the UK from Romania may be imported under the authority of the Open General Import Licence (ie without the need for an individual import licence):

Tariff heading	Description of goods
ex 27.07	Benzole
27.09	Petroleum oils and oils obtained from bituminous minerals, crude
ex 27.10	Petroleum oils and oils obtained from bituminous minerals other than crude: preparations not elsewhere specified or included, containing not less than 70 per cent by weight of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations
27.11	Petroleum gases and other gaseous hydrocarbons
ex 27.13	Paraffin wax; petroleum waxes
ex 29.01	Hydrocarbons

No. 1537: Imports of certain horticultural products from the Eastern Area

In accordance with the provisions of Regulation (EEC) 3279/75, the following goods originating in or consigned to the UK from the Eastern Area can, on and after 24 January 1976, be imported into the UK under the authority of the Open General Import Licence dated 5 July 1973, as amended, ie

without the need for an individual import licence granted by the Department of Trade:

Tariff heading	Description of goods
ex 06.01	Bulbs, rhizomes, corms and tubers, dry

The Eastern Area, as defined in the Open General Import Licence means Albania, Bulgaria, Czechoslovakia, the German Democratic Republic and Berlin (East), Hungary, North Korea, North Vietnam, The People's Republic of China, The People's Republic of Mongolia, Poland, Romania and the Union of Soviet Socialist Republics.

No. 1538: Imports of textiles from Japan – revised arrangements

Note: The arrangements set out in this Notice supersede the existing export restraint arrangements for textiles from Japan.

The Community has negotiated and initialled an Agreement with Japan on trade in textiles which provides for voluntary restraint to keep at agreed levels exports to the Community of certain textile products intended for domestic consumption.

Scope of the Agreement and quantitative levels to be applied under Community arrangements. The textile items covered by the Agreement and the levels to be adhered to by Japan in respect of exports to the United Kingdom are set out in Annex 1 to this Notice. The Government of Japan will administer the restraint levels by issuing export certificates endorsed to the effect that the consignment forms part of, and has been debited to, the agreed quota for export to the Community. Textile items restricted by these levels may be imported into the UK under the authority of the Open General Import Licence, (ie without the need for an individual import licence) provided that the export certificate is presented with the import entry documents to HM Customs and Excise.

Existing United Kingdom restraints on textiles from Japan that are not affected by the Community arrangements. Interim arrangements pending completion of the Community arrangements for imports of textile products from Japan for the period 1 January 1975 to 30 September 1975 were set out in Notices to Importers Nos. 1474 and 1491. Some of the textiles whose levels of export to the United Kingdom are currently restrained are not, however, covered by the EEC-Japan Agreement. The existing import arrangements for these goods are unaffected by the EEC arrangements and the licensing requirements remain effective for the time being. A further announcement about future restraint levels and import arrangements will be made shortly.

Imports for re-export. Imports of 'restricted' Japanese textiles will *not* be set off against restraint levels if they are re-exported *outside the EEC* in the same state or after limited processing. The general import licensing arrangements for 'restricted' textiles re-exported from the United Kingdom are set out in NTI No. 1441.

UK Import Surveillance. In addition to the goods covered by this Notice, most other textiles from Japan, (and other non-EEC countries) are subject to UK surveillance arrangements. Descriptions of these goods and the licensing arrangements are set out in Notices to Importers Nos. 1484 and 1502. Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 281.

ANNEX 1 Textiles originating in Japan. UK Restraint levels under Community arrangements

Category no.	Tariff heading	Description of goods		UK restraint levels 1975	1976	1977
1	ex 51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02: of synthetic textile fibres. See (a) below	(1,000kg)	844	1,075	1,175
2	55.09 ex 56.07A	Woven fabrics of cotton Woven fabrics of synthetic textile fibres	(1,000kg)	998	1,300	1,500
3, 4, 5a		NOT APPLICABLE TO THE UK				
5b	58.05	Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within heading No. 58.06	(tonnes)	120	150	180
6		NOT APPLICABLE TO THE UK				

NOTE: Imports of the following tariff heading and description will be subject to monitoring to ensure that excessive levels are not reached which may cause market disruption in Member States:

ex 56.05 Yarn of man made fibres, (discontinuous), not put up for retail sale: of synthetic textile fibres.

a) For the years 1975 and 1976, the coverage for Category 1 is as follows:

Nimexe headings 05, 07, 13, 15, 21, 23, ex 25 (Polyamid, heavier than 70g/m²; and Polyester, heavier than 100g/m², but lighter than 200g/m²), 27, 28, 32, 34, 36, 42, 46, 48.

For the year 1977 the coverage for Category 1 is as follows:

Nimexe headings 05, 07, 21, 23, ex 25 (Polyamid, heavier than 70g/m²; and Polyester, heavier than 100g/m² but lighter than 200g/m²), 27, 32, 34.

No. 1539: Imports of cotton textiles from Pakistan – revised arrangements

Note: the arrangements set out in this Notice supersede the existing quota arrangements for cotton textiles from Pakistan.

The Community has negotiated and signed an Agreement with Pakistan on trade in cotton textiles for the calendar years 1975, 1976 and 1977.

The Agreement provides for voluntary restraint to keep exports to the Community of certain cotton products intended for domestic consumption at agreed levels.

Scope of the Agreement and quantitative levels to be applied under Community arrangements. The textile items covered by the Agreement and the levels to be adhered to by Pakistan in respect of its exports to the United Kingdom are set out in Annex 1 to this Notice. Effectively there is no additional licensing requirement, since imports of most cotton textiles from Pakistan are already subject to UK import licensing. The Pakistani authorities will administer the quotas by issuing to Pakistani exporters export licences showing that the quantity of the consignment has been debited against the agreed ceiling for export to the EEC. These certificates will be sent directly to the United Kingdom importer, who should submit them, together with a completed form ILB/A, to Import Licensing Branch, who will issue import licences up to the appropriate overall quota limit.

Existing UK restrictions on cotton textiles from Pakistan that are not affected by the Community

arrangements. Interim arrangements pending completion of the Community negotiations for imports of cotton textiles from Pakistan for the period of 1 January to 30 September 1975 were set out in Notices to Importers Nos. 1474 and 1491. Some cotton textiles whose levels of export to the United Kingdom are currently restrained are not, however, covered by the EEC/Pakistan Agreement. The existing import arrangements for these goods are unaffected by the EEC arrangements and the licensing requirements remain effective for the time being. A further announcement about the future quota levels will be made shortly.

Imports for re-export. Imports of 'restricted' cotton textiles from Pakistan will not be set-off against the quotas if they are re-exported *outside the EEC* in the same state or after limited processing. The general import licensing arrangements for 'restricted' textiles re-exported from the United Kingdom are set out in Notice to Importers No. 1441.

Handloom and textile handicraft products. At present, certain cotton handloom fabrics and products thereof originating in Pakistan, may be imported without the need for an individual import licence, provided that a certificate, issued under the provisions of Article 3(1)(b) of the Import Duty Reliefs (No 1) Order 1972, is produced to the proper officer of HM Customs and Excise. *Importers should note that as from the date of this Notice, these licensing arrangements will no longer apply.* Under the terms of the Agreement, cotton handloom fabrics and products originating in Pakistan, will not be subject to quantitative restriction provided there is satisfactory operation of the following agreed arrangements for certification. Importers should, in future, obtain from Pakistan a certificate in the form set out in Annex 2 to this Notice. The body authorised to issue such certificates is the Export Promotion Bureau, Government of Pakistan. The certificates should be endorsed by a Pakistani Government agency to the effect that the consignment is approved for export, without any quantitative ceilings, as provided for in the Agreement on trade in textiles concluded between the Community and Pakistan, and in the Geneva Arrangement regarding International Trade in Textiles. Suitably endorsed certificates should be sent with a completed Form ILB/A to Import Licensing Branch, Department of Trade who will issue the necessary import licences.

UK import surveillance. In addition to the textiles covered by this Notice, certain other textiles from Pakistan (or any other non-EEC country) are subject to UK surveillance arrangements. Descriptions of these goods and the licensing arrangements are set out in Notices to Importers Nos. 1484 and 1502.

Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 303.

ANNEX 1 Textiles originating in Pakistan – UK quota levels under Community arrangements.

Quota no.	Tariff heading	Description	UK quota levels 1975	1976	1977
1	55.09	Other woven fabrics of cotton (tonnes) of which:	10,326	10,378	10,430
1(a)	ex 55.09	Cotton fabrics other than grey or bleached. (tonnes)	381	386	390
2	ex 62.02	Bed linen, toilet linen and kitchen linen, of cotton. (tonnes)	454	474	497

Annex 2

Certification of handloom and textile handicraft products.

The Community and Pakistan have agreed that in carrying out the provisions of Article 4 of the Agreement the following form of certificate shall be used:

Certificate in regard to cotton handloom fabrics and products thereof

Name and address of manufacturer,
Name and address of exporter,
Name and address of importer within the Community,
Description of goods,
Quantity (metric tons),
Name of ship or flight number,
Port or airport of destination.

This is to certify that the above shipment consists of:

i cotton handloom fabrics of the cottage industry, containing not more than 5 per cent by weight of man made fibres, being fabrics which are both traditionally of the kind woven on handlooms and actually woven on a loom for which the motive power is provided entirely by the operators (that is where the three primary movements of weaving, namely shedding, picking and beating, are induced by hand or foot and no other source of power is used);

ii goods made up by the cottage industry from such handloom fabrics;

iii traditional Pakistani folklore handicraft textile products cut, sewn or otherwise fabricated by hand in cottages which are units of the cottage industry.

Signed: .....

No. 1540: Imports of certain textiles from Spain and Portugal

Notice to Importers No. 1529 published in *Trade and Industry* of 2 January gave details of the new restrictions on imports of cotton yarn originating in Spain and Portugal and on certain woven man-made fibre fabrics originating in Portugal. The notice also contained figures of the quotas established for the period up to 31 December 1976. The Regulation (EEC No. 3339/75) made by the EEC Commission, authorising the United Kingdom to impose the restrictions, establishes quotas only up to 30 June 1976 and initially, therefore, allocations will be made and licences issued on this basis. The goods affected and the quota levels established for the period up to 30 June 1976 are:

Tariff heading	Description	Quota
55.05	Cotton yarn, not put up for retail sale	Spain – 1,413 tonnes Portugal – 2,540 tonnes
56.07	Woven fabrics of man-made fibres (discontinuous or waste)	Portugal – 1,149 tonnes

No. 1533: amendments

Notice to Importers No. 1533 published in *Trade and Industry* on 9 January 1976 gave details of the 1976 quota arrangements for imports from the Eastern Area.

The following amended quotas replace those that appeared in the lists which formed part of Notice 1533:

Imports from Bulgaria:

No.	CCT heading no.	Description	Value £1,000 cif or quantity
5		Fabrics and made-up textile articles of cotton, the following:	
	55.07 55.08 55.09	Woven fabrics of cotton	21.21
	ex 60.05 ex 62.02	Bed linen, table linen, toilet linen and kitchen linen, curtains and other furnishing articles of cotton	
	ex 62.01	Travelling rugs and blankets (other than electric blankets) of woven cotton	
	ex 62.05	Other made-up textile articles of woven cotton, excluding those made up from narrow fabrics	

Imports from China:

No.	CCT heading no.	Description	Value £1,000 cif or quantity
6	55.05 55.06 55.07	Cotton yarn	
	55.08 55.09	Woven fabrics of cotton	
	56.05	Yarn of man-made fibres not put up for retail sale	
	51.04 56.07	Woven fabrics of man-made fibres	3,690,000m²
	ex 58.04	Woven pile and chenille fabrics of cotton or of man-made fibres	
	58.05	Woven narrow fabrics of cotton or of man-made fibres	
	ex 59.13	Woven elastic fabrics of man-made fibres exceeding 30cm in width, or of cotton	
7	ex 60.04	Under garments of knitted or crocheted wool	
	ex 60.05	Outer garments and other articles of apparel of knitted or crocheted wool or fine animal hair	230
8		Textile manufactures, being:	
		a) Household textiles of which not more than 343,400m², for cotton towels being:	
	ex 60.05	Bed linen, table linen, curtains and other furnishing articles wholly or mainly of knitted or crocheted cotton or man-made fibres	
		Other articles for household use wholly or mainly of knitted or crocheted man-mage fibres	
	ex 62.01	Travelling rugs and blankets (other than electric blankets), wholly or mainly of woven cotton or man-made fibres	
	ex 62.02	Bed linen, table linen, toilet linen, curtains and other furnishing articles wholly or mainly of woven cotton, man-made fibres or flax	
		b) Apparel, the following:	
	ex 60.04 ex 60.05	Under and outer garments and other articles of apparel of knitted or crocheted cotton or man-made fibres	516,25
	ex 61.01 ex 61.02	Outer garments of woven cotton, man-made fibres or flax	
	ex 61.03 ex 61.04	Under garments of woven cotton or flax	
	ex 61.05	Handkerchiefs (of which not more than 149,783m² for cotton handkerchiefs) of woven cotton or man-made fibres	
	ex 61.06	Shawls, scarves, mufflers and the like of woven cotton, man-made fibres or flax	
	ex 61.07	Ties, bow-ties, and cravats of woven cotton or flax	
	ex 61.09	Corsetry and the like of woven cotton	

Imports from Czechoslovakia:

No.	CCT heading no.	Description	Value £1,000 cif or quantity
11		Apparel, the following:	
	ex 60.04	Under garments of knitted or crocheted cotton, man-made fibres or wool	
	ex 60.05	Outer garments and other articles of apparel of knitted or crocheted cotton, man-made fibres, wool or fine animal hair	320
15	ex 64.01 ex 64.02	Footwear wholly of rubber or with uppers mainly of rubber. Footwear with rubber soles and textile uppers	120

Imports from the German Democratic Republic:

No.	CCT heading no.	Description	Value £1,000 cif or quantity
11	69.11 69.12 69.13	Domestic and ornamental china and earthenware (of which not more than £160,000 for ornamental ware)	362

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Imports from Poland:

No.	CCT heading no.	Description	Value £1,000 cif or quantity
12		Stockings and socks, the following:	
	ex 60.03 ex 61.10	Of knitted cotton, man-made fibres or wool Of woven cotton	100
19	ex 85.21	Electronic valves, tubes and semi-conductors of which not more than:	
		a) £335,000 for electronic valves and semi-conductors b) £385,000 for monochrome tubes c) £185,000 for colour tubes	720

Imports from the USSR:

No.	CCT heading no.	Description	Value £1,000 cif or quantity
3		Apparel, the following:	
	ex 60.04	Under garments of knitted or crocheted cotton, man-made fibres or wool	
	ex 60.05	Outer garments and other articles of apparel of knitted or crocheted cotton, man-made fibres, wool or fine animal hair	70
	ex 60.01 ex 61.02	Outer garments of woven cotton, man-made fibres or flax	
	ex 61.03 ex 61.04	Under garments of woven cotton or flax	
6	ex 85.15	Transistorised radio broadcast receivers	470(*)

(*) Quota No. 6 includes provision for import into the United Kingdom of unit transistorised radio tuners whether or not combined with amplifiers. Other parts of unit audio equipment are not subject to quantity limitations when imported into the United Kingdom.

Application for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and *will remain in operation until the date shown in column 4 below* or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 7 February.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	Methanol (Methyl alcohol)	Methanol	30 June 1977	15488
73.11	Rolled steel section in lengths of not less than 488cm and not more than 503cm, being not less than 63mm and not more than 76mm wide, with a ridge, projecting at right angles from one face, not less than 19mm and not more than 32mm high, parallel to, and at not less than 10mm and not more than 16mm from one edge, the thickness of the ridge being not less than 4mm and not more than 10mm	Steel angle sections	30 June 1977	12610

Tariff and Trade Notices

Netherlands

Alcoholic products excise tax: A Law of 18 December 1975 (*Staatsblad* 709) modifies the Law on Alcoholic Products Excise Tax with effect from 1 January 1976.

Copies of the above-mentioned Law (in Dutch) are available.

An English translation is being prepared and should be available in about four weeks time.

Inquiries: OTAR ext. 288/466/467.

Turnover tax (VAT) modified. A Law of 18 December 1975 (*Staatsblad* 710) modifies the Turnover Tax Law (VAT). Amongst other provisions, the general rate of Dutch VAT will be increased from 16 per cent to 18 per cent with effect from 1 October 1976, and the Special Consumption Tax on cars exceeding a value of NFI. 10,000 is increased from 16 per cent to 17½ per cent from 1 January 1976.

Copies of the above-mentioned Law (in Dutch) are available.

An English translation is being prepared and should be available in about four weeks time.

Inquiries: OTAR ext. 288/466/467.

France

Law relating to the use of the French language. The text of a new French law (No. 75-1349) passed on 31 December 1975 was published in the *Journal Officiel* of 4 January 1976. It requires the use of the French language in most contexts affecting written or spoken publicity, instructions for use of goods, guarantees, invoices and receipts, etc.

Further information concerning the scope and intended application of the law will be made known as soon as possible.

Inquiries: OTAR ext. 423/408/482/7174.

Austria

Duty free quotas and ceilings for paper. The Federal Ministry for Commerce, Trade and Industry announced on 18 December 1975 that in accordance with the provisions of Protocol 1 of the EEC/Austria Trade Agreement duty free quotas have been fixed for 1976 in respect of imports of UK and Danish origin of those heading and paper products falling within Chapters 48 and 49 of the Austrian Customs Tariff which are subject to the special arrangements set out in this Protocol.

Further, ceilings for 1976 have been established in respect of certain paper and paper products falling within Chapter 48, alloy steel and high carbon steel of tariff heading 73.15 and unwrought aluminium of tariff heading 76.01 originating in the enlarged EEC.

Inquiries: OTAR ext. 458/461.

Industrial goods: duty reductions for the EEC. In accordance with the Austrian EEC Free Trade Agreement, on 1 January 1976 Austria further reduced her duties on most industrial goods of EEC origin. UK manufactured goods which qualified for duty free entry into Austria during 1975 will continue to enter free in 1976. British exporters requiring the 1976 rates of duty should address inquiries to OTAR (quoting BN numbers where possible) ext. 459/461.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Switzerland

Industrial goods: duty reductions for the EEC. In accordance with the Swiss EEC Free Trade Agreement, on 1 January 1976, Switzerland further reduced her duties on most industrial goods of EEC origin. UK manufactured goods which qualified for duty free entry into Switzerland during 1975 will continue to enter free during 1976. British exporters requiring the 1976 rates of duty should address their inquiries to OTAR (quoting BN numbers where possible) ext. 459/461.

Spain

Carbide: duty reduction. The Spanish *State Gazette*, 10 January 1976, announced a reduction to 1 per cent on import duty on tariff heading 28.56.C, carbide (other). Inquiries: OTAR ext. 462/471/472/473.

Methyl alcohol: duty suspended. The Spanish *State Gazette*, 10 January 1976, announced the suspension of import duty from 23 November 1975 to 22 February 1976 on tariff heading 29.04.A.1, methyl alcohol. Inquiries: OTAR ext. 462/471/472/473.

Portugal

Tobacco tax. Portuguese *Diario do Governo* 292, 19 December 1975, published decree law 713/75, amending the rates of consumption tax levied on tobacco.

Details of the new rates are available. Inquiries: OTAR ext. 458/461.

Import surcharge. Portuguese *Diario do Governo* 290, 17 December 1975, published decree-law 701-F/75, which extends the operation of the import surcharge scheme until 31 March 1976. The list of goods covered has been amended; British exporters wishing to know if their goods are affected should address inquiries to OTAR section, giving the BN tariff number and a description of their goods. Inquiries: OTAR ext. 458/461.

Yugoslavia

Import regulations. The Yugoslav authorities have announced that the special import licensing procedure which was introduced in June 1975 expired on 31 December 1975 and has not been renewed. Yugoslav importers will now have to fulfil the usual conditions appropriate to the standard import regimes. Exchange control regulations introduced last June remain in force. Inquiries: OTAR ext. 288/466/467.

Greece

Protection of industrial property: It has recently been announced that Greece has ratified the International Convention of Paris of March 1883 (revised Stockholm July 1967) regarding the protection of industrial property. Inquiries CRE ext. 5338.

Malta

Import licensing control. The Malta *Government Gazette*, 9 January 1976, announced that with immediate effect, the importation of the following goods will require a specific import licence:

Burglar alarms for motor vehicles
Beef soup cubes
Chicken soup cubes

Inquiries: OTAR ext. 471/472/473/462.

Jordan

Companies registration. The Jordanian authorities have announced the Foreign Companies Registration Law 46 designed to attract foreign firms to seat their regional offices in Jordan. The regulations can be summed up as follows:

1 Any foreign firm is permitted to establish a base in Jordan provided an application giving the following details is submitted to the Ministry of Industry and Trade:

Name of firm and address of its head office.
Objectives and nature of operations outside Jordan.
Duration of stay and name of person to be in charge of the base in Jordan.

2 Approval should be notified within one week from the date of application.

3 Registered firms shall be entitled to the following facilities:

Profits earned from outside Jordan will be exempt from income tax and social welfare tax.

Exemption from registration with the Chambers of Commerce and Industry and professional associations.

Exemption from trade licences and fees thereof.

Exemption from customs duties of all imported office furniture and equipment.

Free entry of all commercial samples provided a certificate in this regard is issued by the Ministry of Trade.

Non-Jordanian persons employed by the firm in Jordan are entitled to the following facilities:

a Income tax and social welfare exemptions of salaries.
b Customs duties exemptions of all imported furniture and personal effects provided a certificate issued by the employing firm and endorsed by the Ministry of Industry and Trade is submitted upon clearance.
c A duty free car every two years.
d Labour and residence permits renewable every two years.
e Firms and non-Jordanian employees are allowed to open non-resident accounts with any commercial bank in Jordan Dinars or any foreign currency. Transfers from these accounts to anywhere outside Jordan are allowed without foreign exchange permits.

Inquiries: CRE tel. 01-215 5576/3508.

Israel

Standard for liquid soaps. The following Israel Standard has been declared official and compliance with it will be compulsory 60 days from 1 January 1976:

IS No. 892 – Liquid soap based on fats – 1976.

The Standards Institution of Israel issues an English translation of the standard and copies may be obtained from British Standards Institution Library, 2 Park Street, London W1 (tel. 01-629 9000, telex 266933).

British exporters requiring technical advice are advised to contact Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HB1 1BR (tel. 0442 23111, telex 82424).

No further information is available. Inquiries: OTAR ext. 458/461.

Iraq

Industrial Property Convention. The Government of the Republic of Iraq has given notice of its accession to the International Convention for the Protection of Industrial Property (as revised in Stockholm in 1967), and an Order in Council was made on 19 December 1975 declaring Iraq to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks. The order comes into operation on 24 January 1976.

Copies of the Order (SI 1975 No. 2195) may be obtained from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London WC2A 1AY and from HMSO and branches, price 8p (by post 14½p).

Kenya

Customs tariff changes. The Customs Tariff (Amendment) Bill, 1975 published in the *Kenya Gazette* Supplement of 31 December 1975, amends, with effect from 1 January 1976 the Customs Tariff Act consequential on Kenya's ratification of the Lomé Convention.

Tariff preferences to members of the EEC will no longer be granted and the present three column tariff in the First Schedule to the Act is reduced to a single column by this Bill. Where a rate of duty was provided in the second column of the First Schedule, that amount of duty has been added to the first column to provide the new single column 'import duty'.

The list of items affected is too long to be reproduced here, but these items fall broadly within the following chapters: 11, 12, 15, 16, 17, 18, 21, 22, 32, 33, 35, 37, 48, 58, 70, 73, 74, 84, 85, 90, 91 and 92.

The Second Schedule is amended by the deletion of the words 'Suspended Fiscal Entry' and the substitution therefor of the words 'Suspended Duties'.

'The Third Schedule is amended by the deletion of the words 'Exemption From Fiscal Entry and Import Duty' and the substitution therefor of the words 'Exemption from Import Duty'.

Note: Details from Tanzania and Uganda are awaited.

Inquiries: OTAR ext. 471/472/473/462.

Burundi

Documentation for exports. A notice on page 303 of *Trade and Industry* of 31 October 1975 reported that the authorities in Burundi had decided to give tariff preferences to products imported from the EEC and accompanied by movement certificate EUR1 for a period expiring on 31 December 1975.

The Department of Trade has just been informed that this concession was withdrawn by Ministerial Order No. 540/190 of 4 November 1975, which entered into force on 1 December 1975. EUR1 certificates are, therefore, no longer necessary for exports to Burundi.

Inquiries: CRE tel. 01-215 5106.

Nigeria

Import licence extension. The following Government Notice No. 1820 was published in the Federal Republic of Nigeria *Official Gazette*, 27 November 1975:

EXTENSION OF 1975 IMPORT LICENCES

In exercise of the powers conferred by section 3 (3) (c) of the Import Prohibition Order 1974, the Import Licensing Authority hereby gives notice for the information of the general public as follows: The duration of all unused or partly used Import Licences issued in 1975 is hereby extended for a period of three months, ie from 1 January 1976 to 31 March 1976.

The effect of this notice is that importers are hereby permitted to make shipment in respect of Import Licences issued in 1975 up to 31 March 1976. Such licences should not be sent to the Federal Ministry of Trade for endorsement. The Board of Customs and Excise will allow the importation of the goods concerned on presentation of the requisite 1975 import licences and the necessary documents showing that shipment had been made not late than 31 March 1976.

Lagos, 18 November 1975. U. K. Bello, Import Licensing Authority, for Permanent Secretary, Federal Ministry of Trade.

Inquiries: OTAR ext. 471/472/473/462.

Ghana

Investment. *Trade and Industry*, page 420 of 16 May, gave details of Decree no. 329 (Investment Policy Decree). A Decree amending this (SMCD no. 6, the Investment Policy (Amendment) Decree) was published in the *Ghana Gazette* of 22 December. The general effect of this Decree is to lessen, or alter the composition of, the required Ghanaian participation in some sectors (eg wholesale trade, tobacco, and beer) and to postpone the date of compliance from 31 December 1975 to 30 June 1976. Inquiries: CRE tel. 01-215 3064/3331.

South Africa

Tariff application: Customs Tariff Application List 1/76 published in the South African *Government Gazette* 16 January 1976 contains an application to the Board of Trade and Industries for increase in duty on floor coverings (including tiles) of vinyl chloride polymers or copolymers, backed with asbestos, classifiable under tariff subheadings 39.02.51.10. and 39.07.80.10.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. Inquiries: CRE tel. 01-215 5274.

Customs Tariff Changes. The following amendments were published in the South African *Government Gazette*, 2 January 1976.

R10	BN 85.18. Specific provision is made for fixed capacitors impregnated or filled with oil or other dielectric liquid of a capacitance of less than 15 microfarads, for voltages of 250V to 2000V and the rate of duty thereon is increased from 5% (General) and free (Preferential) to 20% (General) and 15% (Preferenital).
R11	BN 60.05 and 61.06. The rate of duty on scarves, mufflers and stoles is amended from 25% or 15c each to 25% or 45c each less 75% of the fob price.
R12	BN 62.02. The rate of duty on bed linen is amended from 35% or 60c per m^2 of fabric less 80% of the fob price to 35% or 500c per kg. less 65% of the fob price.
R13	BN29.19. As tritolyl phosphate and tricresyl phosphate are the same chemical substance, the provision for tritolyl phosphate in sub-heading 29.19.30 is deleted and the provision in subheading 29.19.40 is amended to duty free.

Inquiries: OTAR ext. 471/472/473/462.

Japan

Removal of import restrictions: Quota restrictions on electronic computers and peripheral equipment (BN 84.53-1) and component parts (BN 84.55) have been removed with effect from 24 December 1975 and these items can now be imported on the Import Declaration procedure. No further details are available at this time. Inquiries: OTAR 420/475.

Australia

Tanned and finished leather, dressed fur: tariff changes. Details are given below of changes in the Australian tariff as set out in Customs Tariff Alteration Notice No. 16 (1975) operative on and from 29 November 1975 following recommendations made by the Industries Assistance Commission in their report on tanned and finished leather; dressed fur.

ALTERATIONS TO PART II OF SCHEDULE 1 TO THE CUSTOMS TARIFF 1966-74

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
1. Omit items 41.01 to 41.01 (inclusive), substitute the following items:			
41.01	* Raw hides or skins (fresh, salted, dried, pickled or limed), whether or not split, including hides or skins with the hair on and sheepskins in the wool:		
41.01.1	Of goats, lambs or sheep; of other animals, fresh or salted or dried but not further processed	Free	Free
41.01.9	Other	5%	5%
41.02	* Bovine cattle leather (including buffalo leather) and equine leather, other than leather falling within item 41.06, 41.07 or 41.08:		
41.02.1	Wet blue hides or skins	5%	5%
41.02.9	Other	15%	15%
41.03	* Sheep and lamb skin leather, other than leather falling within item 41.06, 41.07 or 41.08:		
41.03.1	Wet blue hides or skins	5%	5%
41.03.9	Other	15%	15%
41.04	* Goat and kid skin leather, other than leather falling within item 41.06, 41.07 or 41.08:		
41.04.1	Crust or rough tanned	Free	Free
41.04.9	Other	15%	15%
41.05	* Other kinds of leather, other than leather falling within item 41.06, 41.07 or 41.08:		
41.05.1	Wet blue hides or skins	5%	5%
41.05.9	Other	15%	15%
41.06	* Chamois-dressed leather	15%	15%
41.07	* Parchment-dressed leather	15%	15%
41.08	* Patent leather and imitation patent leather; metallised leather	15%	15%
41.09	* Parings and other waste, of leather, of composition leather or of parchment-dressed leather, not suitable for the manufacture of leather goods; leather dust, powder and flour	15%	15%
41.10	* Composition leather with a basis of leather or leather fibre, in slabs, in sheets or in rolls	15%	15%
2. Omit item 43.02, substitute the following item:			
43.02	* Furskins, tanned or dressed, including furskins assembled in plates, crosses and similar forms; pieces or cuttings, of furskins, tanned or dressed (including heads, paws, tails and the like that have not been fabricated):		
43.02.1	Furskins assembled in plates, crosses and similar forms	25%	25%

Tariff item	Goods	Rates of duty General	Preferential
43.02.9	Other	15%	15%

3. After note 2 to Chapter 69 insert the following note:
3. For the purposes of sub-items 69.07.1 and 69.08.1:
(i) the measurement of thickness shall be taken at the thickest part of the tile; and
(ii) in the case of a double faced tile that is designed to be split and used as two separate tiles:
(a) the thickness of each separate tile shall be the overall thickness of the double faced tile divided by two; or
(b) where the tile is so constructed that the centre portion is to be discarded, the thickness of each separate tile shall be the overall thickness of the double faced tile, less the nominal thickness of the centre portion, divided by two

4. Omit items 69.07 and 69.08, substitute the following items:

69.07	* Unglazed setts, flags and paving, hearth and wall tiles:		
69.07.1	Having a surface area of less than 5,000 sq mm or a thickness of more than 12mm	Free	Free
69.07.9	Other	30%	30%
69.08	* Glazed setts, flags and paving, hearth and wall tiles:		
69.08.1	Having a surface area of less than 5,000 sq. mm or a thickness of more than 12mm	Free	Free
69.08.9	Other	30%	30%

5. Omit sub-items 70.19.2 and 70.19.3, substitute the following sub-item:

70.19.2	Imitation pearls and imitation precious and semi-precious stones, not being beads: cameos and intaglios	Free	Free

Inquiries: OTAR ext. 468/469/401.

Hoop, strip, sheets and plates of certain alloy steels: tariff changes. Details are given below of changes in the Australian tariff as set out in Customs Tariff Alteration Notice No. 17 (1975) operative on and from 6 December 1975 following recommendations made by the Industries Assistance Commission in their report on hoop, strip, sheets and plates of certain alloy steels.

ALTERATION TO PART II OF SCHEDULE 1 TO THE CUSTOMS TARIFF 1966-74

Tariff item	Goods	Rates of duty General	Preferential
Omit sub-item 73.15.3, substitute the following sub-items:			
73.15.3	Sheets and plates exceeding 6.35mm in thickness, being forms containing not less than 12.5% by weight of chromium	26%, or, if higher, $206.69 per ton	19%; or if higher, $206.69 per ton, less 7.5%
73.15.4	Hoop, strip, sheets and plates, being forms containing not less than 12.5% by weight of chromium, not being goods falling within sub-item 73.15.3:		
73.15.41	As prescribed by by-law	26%, or, if higher, $206.69 per ton	19%; or, if higher, $206.69 per ton, less 7.5%
73.15.49	Other	41%; or, if higher, 15%, and $206.69 per ton	34%; or, if higher, 7.5%, and $206.69 per ton

Inquiries: OTAR ext. 468/469/401.

Jamaica

Abolition of Commonwealth Preference. With effect from 1 January 1976, Jamaica has introduced a new single column tariff. Commonwealth Preferences have been abolished and to a large extent, the new tariff has adopted the old non-preferential rate.

A copy of the new tariff is now held by OTAR Section. Inquiries: OTAR ext. 7312/456/457.

Import licensing restrictions. By Notice 2946, the Jamaican authorities announce that the following goods are again placed on the list of commodities which require specific licences to enable their importation into Jamaica:

1 Non-electric tools (a) artisans (b) for use in agriculture
2 Pumps for irrigation and similar purposes
3 Ploughs and other similar agricultural machinery
4 Scissors
5 Hasps and staples
6 Locking bars
7 Black japanned tower bolts
8 Chain and foot bolts
9 Brass barrel bolts
10 Flush bolts
11 Flush pulls
12 Indicator bolts in all finishes, viz: polished brass, chrome plated, satin chrome, BMA or brass
13 Mesh wire
14 Galvanised wire
15 Raw materials/intermediate goods for the local productive sector

By notice 2947 the Jamaican authorities announce that only the following goods now require no specific licences for their importation into Jamaica:

1 Artificial eyes and limbs, hearing aids and similar appliances to compensate for defect or disability
2 Blood and plasma
3 Dental, medical and surgical instruments and equipment, and parts therefor
4 Dental, medical and surgical supplies for institutional or professional use as follows: surgical dressings and bandages; syringes; needles; intravenous giving sets; other surgical and medical material whether disposable or not; X-ray films
5 Books
6 Magazines, newspapers, journals, periodicals, and other reading materials
7 Charts, globes, maps, plans and technical drawings and drafting. Paper for such drawings, including manuscripts and typescripts
8 Correspondence courses
9 Music, printed or in manuscript
10 Artist materials, as follows: oil and water paints in tubes, turpentine and picture varnishes in small bottles, acrylic paints in small containers, plasticine
11 Stationery items, as follows: Blackboard compasses, blackboard set squares, blackboard rulers, drawing and map pins, bull dog clips, mathematics sets, erasers, rubber bands, lead and slate pencils, slates, and counting frames with beads, common pen holders, draughting pens and points, pen points (nibs), pencil sharpeners, paper punches, office staplers, date stamps, numbering machines, slide rules, rulers, yard sticks, tape measures, correcting fluids for typewriters and for stencils, stencils
12 Bull semen, for breeding cows
13 Eggs (for hatching only) on the recommendation of the Ministry of Agriculture
14 Ducklings and turkey poults for breeding purposes
15 Livestock for breeding purposes (excluding horses, but including cattle, sheep, goats and rabbits)
16 Seeds and stocks for planting
17 Vaccines including Newcastle and Merek's for poultry diseases, Neo-Vac for pigs, Certivac for dogs, Polyvac, Coryne Bacterium and Pasteurella Bacteria for cows.
18 Weed-killers, insecticides, fungicides and herbicides as recommended by the Ministry of Agriculture
19 Pesticides, eg rat-baits, etc.

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
- GERMAN
- SPANISH
- ITALIAN
- PORTUGUESE
- JAPANESE
- GREEK
- ARABIC
- RUSSIAN
- DUTCH
- SWEDISH
- FINNISH

etc., etc.

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Manchester Office: 39 GEORGE STREET, MANCHESTER M1 4HQ Tel: 061-236 2321

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TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

20 Items specifically intended for use in the local fishing industry, as follows: Artificial baits, cast nets, compass, copper nail, echo sounders, floats, galvanized wire, mesh wire, wire lines, plastic lines, hooks, swivels, trolling reels
21 Sport goods – excluding arms and ammunition, toys, games, and spear fishing equipment
22 Flashlights, battery and magneto lamps
23 Commercial solder
24 Needles, and pins
25 Wooden clothes pegs
26 Paper patterns with sewing instructions.

By notice 2948 the Jamaican authorities announced that in addition to the application for an import licence, prospective importers are now required to submit a supporting licence requirement form, which specifies the additional information to be provided.

By notice 2949 the Jamaican authorities have placed all CARICOM goods on specific import licensing, and will be issuing six month interim import quotas for such goods.

Non-CARICOM quotas can be used to secure licences to import CARICOM goods, but CARICOM quotas can only be used to import goods originating from CARICOM countries.

A copy of each notice is available on request. Inquiries: OTAR ext. 7312/456/457.

United States

Motor vehicles and equipment. The US *Federal Register*, 30 December 1975, published a notice extending to January 1976 the time for comments on the import of motor vehicles and equipment to be submitted. Inquiries: OTAR ext. 456/457.

Flammable fabrics. The US *Federal Register*,30 December 1975, published rules of revision and regulations for various standards which are the responsibility of the Consumer Product Safety Commission. A copy of the text is available. Inquiries: OTAR ext. 456/457/7312.

Alcoholic beverages. The *Federal Register* dated 6 January 1976 published a proposal to identify the standards for certain cordials and liqueurs: Written comments (two copies) to Bureau of Alcohol, Tobacco and Firearms, Regulations and Procedures Division, Washington DC 20226, not later than 5 February 1976.

Additionally a new amendment for the number of bottles of wine per container becomes effective on 1 March 1976.

Inquiries: OTAR ext. 455/456/457.

Food labelling. The *Federal Register* dated 6 January 1976 published amendments to the labelling of ingredients including fats and oils, flours and colourings, etc.

An effective date of 1 January 1978 has been set, but labelling may now be changed to comply with the legislation.

A copy of the text is available to British exporters. Inquiries: OTAR ext. 456/457/7312.

Trinidad and Tobago

Abolition of Commonwealth preferences. On 1 January 1976 Trinidad and Tobago introduced a new single column tariff. Commonwealth preferences have been abolished and to a large extent the new tariff has adopted the old non-preferential rate. A copy of the new tariff is held by OTAR. Inquiries from British exporters for tariff and other regulations affecting imports should specify the products in which they are interested. Inquiries: OTAR ext. 7312/456/457.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

St. Lucia

Spirits import regulations. By a customs notice gazetted 12 December 1975, the St. Lucia authorities draw attention to S.R. & O. No. 46 of 1975 which is intended to regulate the import of spirits into the state (for the purposes of the regulations, 'spirits' means whisky, gin and rum). The regulations require sole agents and/or distributors to register with the Comptroller of Customs as Agents/distributors for any particular brand of spirits. This requirement should not be confused with the licensing regulations of the Liquor Licence Act No. 18 of 1969. Importers must import spirits through a sole agent/distributor who is registered with the Comptroller of Customs.

Spirits are not to be imported in bottles containing more than 40 liquid ounces. Thus, the importation of half-gallon and one-gallon bottles of spirits is prohibited.

Before entering St. Lucia, all importations of spirits should have the name of the sole agent/distributor incorporated into the label affixed to each bottle in the following manner: 'Sole Agent for St. Lucia', followed by the name of the sole agent/distributor.

Additional special regulations concerning duty-free spirits for private consumption apply to passengers entering St. Lucia.

The regulations on spirits came into effect on 1 January 1976. Copies of the notice and regulations are available on request. Inquiries: OTAR ext. 7312/456/457.

Montserrat

Import prohibition: The Montserrat authorities announced in SRO No. 33 of 1975 that the importation into the Colony of any fireworks (otherwise known as pyrotechnics) is strictly prohibited. Inquiries: OTAR ext. 7312/456/457.

Import licensing restrictions: The Montserrat authorities have stated in SRO Nos. 23 and 27 respectively that a licence is required for the importation into the Colony of the following items:

Evaporated milk or condensed milk
White potatoes (otherwise known as English potatoes or Irish potatoes)

Inquiries: OTAR ext. 7312/456/457.

Surinam

Documentation for exports. Surinam is associated with the EEC under Part IV of the Treaty of Rome. Under the association arrangements the EEC gives tariff preferences to products imported from the associated states on a non-reciprocal basis. The authorities in Surinam, however, are understood to be prepared to extend to the new EEC Member States the tariff preferences previously given to the original Member States. As a consequence they are demanding the production of forms EUR1 for imports from the UK.

As a result of the Department of Trade's concern that failure to comply with this requirement might lead to a loss of exports, HM Customs and Excise is prepared, in these exceptional circumstances, to issue forms EUR1 for goods exported direct to Surinam that satisfy the origin requirements described in Customs Notice 825.

Forms EUR1 may be obtained from any Custom House or office of a Collector of Customs and Excise or from HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, quoting reference C1299.

Forms completed in accordance with paragraph 20 of Notice 825 should be forwarded to HM Customs and Excise, International Customs Division E, Branch 2, Room 113, Adelaide House, London Bridge, London EC4R 9DB. They will be returned to the exporter after endorsement.

Inquiries: CRE tel. 01-215 5106.

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European Community News

UK agricultural projects receive nearly £3.5m in Community grants

Grants totalling £3,468,192 have been allocated to capital projects in the United Kingdom under EEC Regulation 17/64, which provides funds for major projects designed to improve agricultural production and marketing. A second list of successful 1975 applications will be issued later this year.

Nearly a third of the grant aid (£1,036,367) was set aside for five projects in Northern Ireland. Four successful Scottish applications qualified for £348,189. While in England and Wales a total of 16 projects will receive £2,083,636. Of the 25 schemes accepted (see list below), nine are for milk processing and seven for meat and poultry processing.

Applications for grant under the regulation should be made through the Ministry of Agriculture, Fisheries and Food, or the Scottish or Northern Ireland Departments. The projects concerned must qualify for assistance from national government sources before they can be submitted for Community aid.

PROJECTS APPROVED FOR GRANT

Project	Location
Construction of a cold store for fruit and vegetables	Doncaster, Yorkshire
Construction of a slaughtering hall and processing facilities at a meat plant	Enniskillen, Co. Fermanagh
Extension of a grain warehouse	Dysart, Fife
Expansion of a grass drying plant	Burrington, Devon
Expansion and modernisation of a dairy	Bridgend, Glamorgan
Installation of beef boning and freezing facilities at a meat processing factory	Manchester
Extension and improvement of a slaughterhouse and meat processing plant	Craigavon, Northern Ireland
Expansion and modernisation of a liquid milk dairy and conversion of a dairy to carton filling plant	Middlesbrough, Cleveland / Darlington
Construction of a seed processing factory	Micheldever, Hampshire
Development of an existing meat products and prepacked salads factory	Durham
Development of a cheese factory and store	Cambletown, Argyll
Construction of a pasteurising and bottling dairy	Ballymena, Co. Antrim
Construction of a pumping station and other drainage improvements	March, Cambridgeshire
Improvement of drainage channels	Ellesmere, Salop
Development of an agricultural demonstration unit	Stoneleigh, Warwickshire
Construction of a seed research unit	Feering, Essex
Modernisation and extension of two pig processing factories	Ballymoney and Ahoghill, Co. Antrim
Expansion of cattle slaughtering, processing and freezing facilities	Lockerbie, Dumfriesshire
Extension of a grain drying and storage plant	Pocklington, North Humberside
Expansion and rationalisation of a dairy processing liquid milk	Newcastle
Reconstruction of a liquid milk dairy (second phase)	Durham
Expansion of butter and milk powder storage facilities at a creamery	Kendal, Cumbria
Construction of a centralised milk laboratory	Belfast
Installation of freezing equipment in a chicken processing factory	Southport, Lancashire
Equipping a dairy complex	Aberdeen

Temporary suspension of EEC Common Customs Tariff

Further to the notice appearing in *Trade and Industry* of 2 January 1976, the Department of Trade has now received details of an additional proposal made by Benelux for a new suspension of the Common Customs Tariff to operate from 1 July 1976. The proposal is for a total suspension of the CCT in respect of sulphanilamide, tariff heading 29.36.

The Department will wish to take account of UK interests in making its views known to the EEC before a decision is taken whether or not to grant the proposed suspension.

UK producers are entitled to object where they consider that they are able to supply the whole or the greater part of the needs of the Community or that their interests would be affected adversely by the loss or reduction of Community preference on exports to the original Community, or by reduced tariff protection in the UK, which a suspension of the CCT would entail.

As a member of the Community, the UK will normally adopt fully any new CCT suspension which is agreed by the Council, except where UK producers object on the grounds that they can meet the greater part of the UK demand but not that of the Community. In the latter event, the UK transitional tariff will be aligned progressively in accordance with the transitional timetable set out in Article 39 of the Treaty of Accession towards the suspended level of the CCT instead of being reduced immediately to the suspended CCT rate.

United Kingdom producers who wish to object to the granting of the proposed suspension of the CCT for sulphanilamide or its immediate adoption by the UK, should provide as much as possible of the following information:

1 estimated Community (nine countries including the UK) demand in 1976 and 1977

2 estimated UK demand in 1976 and 1977

3 UK production expected to be available in 1976 and 1977 for (a) the UK market; (b) the rest of the Community; (c) exports to other countries.

This information should be given in writing to the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, not later than 6 February 1976. Inquiries: tel. 01-215 5515.

Temporary suspension of CCT on potatoes

The Department of Trade gives notice that the United Kingdom has put forward an application to the EEC Commission for a suspension of the CCT to operate from the earliest date possible up to and including 15 April 1976 in respect of the goods set out below.

Any United Kingdom producers or traders who wish to make representations in support of or against the proposed suspension should inform the Department in writing, giving reasons, not later than 30 January 1976, at the following address: Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

CCT tariff heading	Description
07.01 A II a)	New potatoes, from 1 January to 15 May
07.01 A III b)2	Other (maincrop) potatoes

New EC Legislation

EEC/Tunisia Agreement

The *Official Journal of the European Communities* L337, 31 December 1975, contains the text of Regulation (EEC) 3415/75 extending to 30 June 1976 the term of validity of Regulation (EEC) 2107/75 (*Official Journal* L215, 13 August 1975) extending the arrangements applicable to trade with Tunisia.

EEC/Morocco Agreement

The *Official Journal of the European Communities* L337, 31 December 1975, contains the text of Regulation (EEC) 3416/75 extending to 30 June 1976 the term of validity of Regulation (EEC) 2108/75 (*Official Journal* L215, 13 August 1975) extending the arrangements applicable to trade with Morocco.

Common Agricultural Policy

The texts of the following regulations and directives which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

General. Corrigendum. The *Official Journal* L4, 9 January 1976 contains the following correction to Regulation (EEC) 3329/75 (published in *Official Journal* L329, 23 December 1975) amending Regulation (EEC) 1599/75 on the arrangements applicable to agricultural products and certain goods resulting from the processing of agricultural products originating in the African, Caribbean and Pacific States or in the overseas countries and territories. Page 6, the first phrase of the third consideration should read as follows:

'Whereas Regulation (EEC) 3279/75 (3) has established common import arrangements;'

Page 6, footnote (3) should read as follows:
'(3) OJ No. L326, 18.12.1975, p. 1'

Processed agricultural products. Regulation (EEC) 3359/75 determining the amounts of the variable components, compensatory amounts and additional duties applicable during the first quarter of 1976 on the importation of goods covered by Regulation (EEC) 1059/69 (*Official Journal* L335, 31 December 1975).

Fish and fish products. Regulation (EEC) 3413/75 extending the term of validity of Regulation (EEC) 346/75 concerning the importation into the Community of certain fishery products originating in Tunisia (*Official Journal* L337, 31 December 1975).

Regulation (EEC) 3414/75 extending the term of validity of Regulation (EEC) 347/75 concerning the importation into the Community of certain fishery products originating in Morocco (*Official Journal* L337, 31 December 1975).

Corrigendum. The *Official Journal* L5, 10 January 1976 contains the following correction to Regulation (EEC) 3373/75 (published in *Official Journal* L333, 30 December 1975) fixing for the 1976 fishing year reference prices for fishery products
Page 37, final consideration should be as follows:

'Whereas the Management Committee for Fishery Products has not delivered an opinion within the time limit set by its Chairman.'

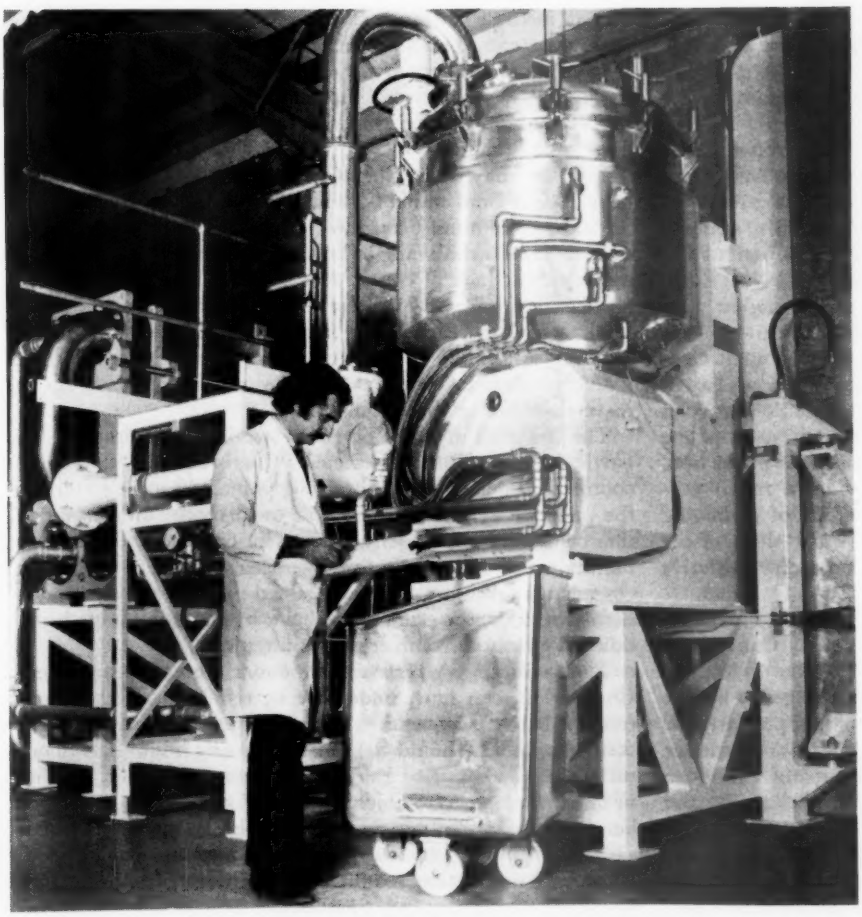
Wine. Regulation (EEC) 3417/75 extending the period of validity of and amending Regulation (EEC) 3576/73 on imports of the wine product exported under the label of 'Cyprus sherry', originating in and coming from Cyprus, and the introduction of subsidies for similar wine products produced in the Community as originally constituted and exported to Ireland and the United Kingdom (*Official Journal* L337, 31 December 1975).

Cereals. Regulation (EEC) 23/76 amending for the third time Regulation (EEC) 2042/75 as regards import licences for cereals and repealing Regulation (EEC) 426/75 (*Official Journal* L4, 9 January 1976).

Regulation (EEC) 31/76 amending Regulation 156/67/EEC on the method of determining cif prices and levies for cereals, flour, groats and meal (*Official Journal* L5, 10 January 1976).

Animal feedingstuffs. Thirteen Commission Directive 76/13/EEC amending the Annexes to Directive 70/524/EEC concerning additives in feedingstuffs (*Official Journal* L4, 9 January 1976).

First Commission Directive 76/14/EEC amending the Annex to Directive 74/63/EEC on the fixing of maximum permitted levels for undesirable substances and products in feedingstuffs (*Official Journal* L4, 9 January 1976).



The second of two identical Unitron systems for processing meat filling recently installed in the Buitoni plant at Cameret, France. The systems, supplied by A. Johnson and Co. (London) of Wokingham, Berkshire, replace traditional process methods and have cut process time from raw ingredients to cooled finished product from two days to 90 minutes. Each system also produces ½ tonne of filling in this radically reduced cycle time compared with previous maximum batch sizes of 70kg from open process vessels.

The Community patent – a worthwhile option for industry and inventors

Following the signature in Luxembourg on 15 December of the Convention for the European Patent for the Common Market*, R. Bowen, Assistant Comptroller at the Patent Office, looks back at the development of the new patent system and explains its provisions.

In the drive towards the creation of a single market within the EEC, patents, which are governed by different national laws and limited in their effects to the different Community territories, were a fairly obvious target for change.

As part of the plan to achieve the facilitation of trade between member countries, the phased abolition of tariffs, although a necessary step, is not enough. Initiatives designed to remove other hindrances to the free flow of goods are equally important. And so, soon after the Treaty of Rome entered into force, negotiations were begun between the founder members of the Community with a view to establishing a system of patent law common to all Community countries.

The patent system adopted by the member states on 15 December has taken long to develop. Negotiations were interrupted in 1965 due to internal Community difficulties and they were not resumed until 1968. Then the original Six, appreciating that a centralised procedure for the grant of patents was of wider interest, entered into negotiations with other European countries who were also concerned to harmonise their patent laws in the interests of industry and inventors. The result was the adoption in 1973 of the European Patent Convention which provides for the setting up of a European Patent Office to grant, on the basis of a single application, a European patent having the effect of a national patent in each of the member countries in which the applicant desires protection.

The European Patent Convention provides a much welcomed rationalisation of the existing system of obtaining coverage in a number of countries. But it stops short of the fundamental objective underlying the Community initiative taken so many years earlier.

The purpose of the Convention for the European Patent for the Common Market – the Community Patent Convention for short – is to fill the gap. It supplements the European Patent Convention in that it provides for the grant by the European Patent Office of a Community patent covering the entire EEC area. The two Conventions, taken together, define a unique body of law and procedure governing European patent applications designating the Community countries and the resulting Community patents.

Two major principles are basic to the Community Patent Convention. First, there is the concept that an applicant who seeks patent coverage in the EEC by application to the European Patent Office must accept a Community patent. Secondly, the Community patent shall have uniform effect throughout the territories of the Community countries. It cannot be denied that these principles are fully in line with the very logic of the common market. However, as with all new ideas, practical and political realities cannot be ignored, and it can be no surprise that agreement to the Community Patent Convention has necessitated some sacrifice of ideals on the altar of compromise.

Optional system

The Convention as adopted no longer insists that those who wish to use the European Patent Office to obtain patent protection in the EEC must, from the beginning, take out Community patents. This all or nothing approach, which has been a basic consideration of the Community initiative from the earliest days, is of course still in the Convention as the long-term aim. But the Community patent will for some time to come merely be optional.

Industry may derive the considerable benefits of the European Patent Convention by taking out European patents only for those Community countries in which they wish to be protected. Those who want to cover the whole EEC area by a single patent may of course do so, and it is quite likely that large enterprises will avail themselves of this opportunity. In some circumstances, a single patent for a vast area is doubtless of significant value. In practice, however, most applicants for patent protection in Europe do not want or need coverage in more than two or three countries.

The countries in which patent protection is required for any particular invention are selected in accordance with normal commercial policy. After obtaining patents in these countries, the patentee also needs to be able to surrender all or some of them when it is no longer necessary for commercial reasons to maintain one or other in force. In this way, scattered patent coverage is taken out and maintained in countries where it is highly desirable or essential to have it, patenting costs being tailored closely to commercial requirements.

This facility, which is available under the European Patent Convention, can now, under the agreed terms of the Community Patent Convention, be employed even in the EEC countries, and it should help to reduce any inhibitions about using the as yet untried European Patent Office. But, bearing in mind the long-term objective of the Convention, the choice between the Community patent and the European patent is expressed as being available only for a transitional period. Closure of this option requires unanimity during the first 10 years following entry into force of the Convention and thereafter a qualified majority which is subject to the rules and practices of the council of ministers. It is quite likely that, when the time comes, the decision on this will depend on two main

* The Convention will be published in the *Official Journal of the European Communities* towards the end of this month. Copies will be available from HMSO bookshops.

factors, namely, the extent to which European integration has led to the existence of a single market and the extent to which the European Patent Office is being used voluntarily for the purpose of taking out Community patents.

The question of language

One of the most difficult problems before the Luxembourg Conference concerned the languages in which Community patents are to be published. On the one side, it was strenuously argued that, unless Community patent specifications are available in the language of each country, the interests – particularly the small and medium sized firms – in a country whose language was different from that of the published patent would be seriously disadvantaged by lack of knowledge of the technical content of the specifications. On the other side, it was pointed out that this would involve a considerable expense and the obvious practical difficulties of supplying translations in all the languages in due time could lead to loss of valuable patents on which much investment had already been incurred. As the price of agreement to the Convention, the Luxembourg Conference adopted a compromise solution which is probably the best that could have been achieved.

A provision was introduced enabling any Community country to reserve the right to provide that the rights conferred by a Community patent may be exercised in that country only from the date on which a translation of the specification in the language of that country is filed with the European Patent Office. The Office is to supply a copy of the translation to the competent authority of the country concerned and it will there be published or at least made available for inspection, without further expense to the patentee.

Use of the invention without consent prior to filing of the translation gives grounds for a claim to reasonable compensation and such use may, if the translation is filed more than three years after expiry of the opposition period laid down in the European Patent Convention, be continued on reasonable terms. To be completely safe, therefore, the patentee will need to file a translation in the language of any country making a reservation. Nevertheless, as from grant, the Community patent will exist in that country and licences to manufacture there may be granted. The patentee is in full control of the situation and is given ample time to file the translation and so prevent further use of the invention by any third party.

At the same time, the principle of equality and non-discrimination as between languages, which is important in the context of the European Communities, has been upheld. It is clear, however that the effect of this compromise on the value of Community patents will depend a great deal on the number of Community countries which enter a reservation.

The Convention's body of law

The essential difference between a European patent and a Community patent is that the former, being effectively a national patent, is in the main subject to national law, while the latter is governed by the body of law contained in the Convention itself.

To illustrate what this means in practice, it is useful to recall that the European Patent Convention enables a member country to provide that a European patent shall be effective there for a shorter term than 20 years and to deny the effect within its territory of a European patent for chemical, pharmaceutical or food products. Such reservations will not be available to the Community countries in respect of the Community patent, a factor which is particularly meaningful to those who trade in medicaments in Italy.

Patent law aims to achieve a balance between the rights of the patentee and the different interests of those who will be competing with him and of the public at large. The Community Patent Convention is no exception. Full rights are given

Lord Goronwy-Roberts, Minister of State at the Foreign Office, signs the Community Patent Convention on behalf of the UK. With him (centre) is Edward Armitage, Comptroller of the Patent Office and head of the British delegation at Luxembourg.

to a Community patentee to sue third parties for direct or indirect use of his patented invention without his consent. But care has been taken to ensure that the patentee's rights do not cause unwarranted interference with normal commercial practices and do not worsen the position of tradespeople in the Community as compared with those outside. A trader can normally only be prevented from supplying non-patented parts within the EEC area when he knows, or obviously ought to have known, that the order he has received was for the purpose of using the parts in a way which would infringe a Community patent.

The Convention recognises that a licence may be granted for the whole or only part of the EEC area, and that the agreement may be on an exclusive or non-exclusive basis. What is more, the patent right is to be available against a licensee who contravenes restrictions in the agreement by, for instance, direct sale of the patented goods in an area which the patentee has reserved for himself or perhaps another licensee. While these provisions are of significant value, it is essential to appreciate that they do not give Community patentees carte blanche to impose excessive restrictions in their licences. On the contrary, since the Convention makes clear that the Treaty of Rome is over-riding, the regulating effect of the well known Articles 85 and 86 of that Treaty will continue to apply.

Rights of marketing control

An important questions is the extent to which a patentee can exercise his rights to control the marketing within the different Community countries of goods protected by his patent, whether this is a national, European or Community patent. This is a controversial matter since it brings into focus the inevitable conflict between the right of a patent holder to prevent movement into the territory covered by his patent of goods protected by his patent and the concept of the free movement of goods across frontiers which is of course basic to the concept of a single market.

The Treaty of Rome deals with this in such a general way that the boundary between patent law and competition law is vague and imprecise. The Commission and the Court of Justice have been evolving a clearer definition of the position

on a case to case basis, but many questions remain unanswered and it is no secret that the trend of their decisions has caused disquiet in industrial circles as tending to devalue the patent right.

Although the Treaty of Rome is to prevail over the Community Patent Convention in the event of conflict, it was considered useful to define the relevant principles in the Convention. General agreement existed on two fairly narrow propositions. If a patentee or someone with his consent markets goods in a Community country under the protection of a patent, the latter cannot be used to control the movement of those goods within the EEC area beyond the point of first sale. The first sale gives the reward conferred by the patent and this exhausts the patent right in regard to the goods sold. On the other hand, a patentee in any Community country can prevent the import of patented goods which were marketed without consent by a third party in another Community country where a patent for protecting those goods could not be obtained.

The draft of the Convention submitted to the Luxembourg Conference covered both these propositions. But it also went further and provided that a patentee could not prevent the flow of goods which he or his contractual licensee had sold in a Community country without the benefit of patent protection. This extension was strongly opposed by industry and governments. Since, in the non-patent country, the patentee would normally have to sell at prices less than he could command in countries where he has patent protection, adoption of this rule could well lead to him being undercut in those countries, and so to devaluation of his patent rights. To be safe in future, it would be necessary, in many cases, to obtain protection in all the Community countries.

A move was therefore made to exclude from the Convention rule on exhaustion of the patent right those cases where the first sale by the patentee or his licensee was made in a non-patent country. Against this the Commission argued that the rule as set out in the draft was justified by the need for goods to circulate freely once they had been marketed and that acceptance of the proposed amendment would result in a provision which would be contrary to Community law, as interpreted by the European Court of Justice.

Following a lengthy debate at the Luxembourg Conference there finally emerged a generally acceptable formula. The patent right is not to extend to acts concerning a patented product which has been marketed in a Community country by the patentee or with his *express* consent unless 'there are grounds that, under Community law, would justify the extension to such acts of the rights conferred by the patent'.

This formula makes clear the position as regards marketing by third parties. It should remove the fear, felt by industry, that the Court of Justice might rule that a marketing by a third party in a non-patent country could exhaust a patent in another country on the ground that by not bothering to obtain protection in that country the patentee had implicitly agreed to such marketing.

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent BR5 3RD; or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

As regards marketing by the patentee or his contractual licensee, the position is less clear cut. But, on the credit side, conflict with the Treaty of Rome has been avoided, the records of the Conference may well have a desirable influence on the way Community law develops from now on, and, in the worrying case of marketing by a patentee without the benefit of patent protection, the door remains open for further argument before the Court of Justice whenever the occasion arises. Hard and fast rules have been avoided. A flexible formula has been adopted which enables full account to be taken of the special circumstances of particular cases.

Industry can also take comfort from the fact that the Convention makes clear that patented goods marketed by a compulsory licensee are not free to flow within the Community.

Grant of compulsory licences

The Convention provides for the grant of compulsory licences on Community patents, on abuse of monopoly or public interest grounds, the latter including use of inventions covered by Community patents for the services of the Crown. It is intended in due course to establish some common rules on these matters. But, for the time being, the laws applicable to national patents in the different countries will apply, and the competent national authorities will have exclusive jurisdiction in respect of disputes concerning compulsory licences granted.

One important change in national laws will nevertheless result from the Convention, a change which is consistent with the concept of a common market. Compulsory licences will no longer be obtainable in a Community country for non-working there if the needs of that country are being met by working the patented invention in another Community country. This rule is to apply to both Community and national or European patents, the intention being to remove any need to fragment manufacturing capacity in order to avoid the risk of compulsory licences being granted in Community countries where manufacture of the patented goods does not take place. Complete fulfilment of this aim may however take time, because the necessary unanimous agreement to the Convention required abandonment of the unitary application of this principle. The Convention as adopted allows Community countries to reserve the right to preserve their existing national laws on this matter for at least another 10 years.

Litigation of Community patents

As regards the litigation of Community patents, both the European Patent Office and the national courts have important roles. Actions involving Community patents are to be brought before the national courts and generally the provisions of the 1968 Convention on Jurisdiction and Enforcement are to apply to such actions. By way of exception, special rules are to apply in respect of infringement actions. A defendant who is 'domiciled' in a Community country may be sued before the competent courts of that country for infringements wherever they occur in the EEC area. He may also be sued in the Community country where an act of infringement takes place, but in this case only in respect of infringements in that country. Departing from normally accepted rules governing jurisdiction, the Convention additionally provides that a defendant from outside the Community may be sued before the courts of the Community country in which the plaintiff is 'domiciled' and he may be sued there for any other infringement of the same Community patent for which he is responsible.

These provisions, together with the rules of the 1968 Convention which simplify the procedure for enforcing foreign judgments, clearly strengthen the position of Community patentees, more especially those who are based in the EEC area.

However, bearing in mind that in principle Community

As yet untried – an architect's drawing of the European Patent Office due to open in Munich next year.

patents are governed by a unitary and autonomous law, the arrangements for litigation are not satisfactory. There are two main reasons for this. First, there are hundreds of courts, many at magistrate level, within the nine countries of the Community with jurisdiction over infringement. Apart from the opportunities this opens for forum shopping, it is difficult to appreciate how the necessary uniformity of effect and interpretation of a Community patent can be obtained. In the hope of mitigating these difficulties, a Resolution has been adopted calling for steps to be taken towards a centralised jurisdiction at first instance, much as we have been fortunate to have in the United Kingdom for many years.

The second, and perhaps more important reason, is that exclusive jurisdiction in respect of the validity of Community patents is conferred on the European Patent Office. This is justified by the need for a Community patent to be interpreted uniformly and to have equal effect in the different countries. But it requires the national court, before which an infringement action is brought, to assume validity of the patent and if, as is most often the case, invalidity is pleaded, the court in most instances will need to stay the proceedings, pending a determination of validity by the European Patent Office. This split in jurisdiction will, in the view of many practitioners, result in delay in settling infringement cases, additional expense and inconvenience to the parties; above all, it is unlikely to do justice in particular cases.

The problems to be resolved in this area were too complex for a solution to be found before adoption of the Convention. It is recognised that more needs to be done. Some form of centralised jurisdiction, combining infringement and validity in one action, seems essential. This is particularly the case if justice is to be done in all cases and if the essential uniformity of interpretation of the Convention and particularly of the scope of Community patents is to be realised. Infringing as it does on the civil law of the Community countries, this will not be an easy task. But the Luxembourg Conference, by its unanimous acceptance of a resolution sponsored by the United Kingdom, has at least indicated that the Community countries have the political will to work towards such a solution as quickly as the complex problems involved will allow.

For the interim, when it is expected that there will be few, if any, Community patents to be litigated, the Convention includes some provisions aimed at mitigating the position. In order to avoid conflicting decisions as to the scope of the same patent by the European Patent Office, when it determines validity, and the national court, when it decides on infringement, the European Patent Office is required to express its opinion as to the scope and this should at least have persuasive effect on the court. The Convention also provides that, even when validity is not in question, a national court may seek the opinion of the European Patent Office as to the scope of the Community patent which is the subject of an action before it. Moreover, as an exception to the general rule, any Community country whose courts have jurisdiction over infringement and validity may reserve the right for its courts to assume such jurisdiction in respect of a Community patent if both parties agree.

It is expected that the UK will enter such a reservation. It may last for some 10 years, perhaps even longer but less if the long term solution is established earlier. Since the judgment on validity is to be effective only in the country in which the court is located, the derogation from the unitary principle of the Convention may prove useful mainly in cases involving parties based in the same country as the court. But there is always the prospect that the judgment may with advantage lead to the settlement of infringement involving the same defendant and the same patent in other Community countries, without recourse to the European Patent Office and the expense and other difficulties this could cause.

Completion of the legal framework

The adoption of the Community Patent Convention completes the building of the legal framework which was begun so many years ago. This framework should be strong enough to ensure the success of the Community patent as a worthwhile option for industry and inventors throughout the world. But without doubt there are some cracks and other weaknesses in the structure that will need to be eradicated in the years to come.

The first priority now must, however, be to open the European Patent Office for business and get the new European patent system working smoothly. Much effort is being put into this, and it is hoped that sometime in 1977 the United Kingdom will be one of the founder members.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,472	9,380	2,130	2,090							
Series in						£ million				£ million		
1970	100	100	100	100	100	450	325	68	−30	735	−12	747
1971	102	103	102	93	104	70	−148	52	−10	1,048	282	766
1972	104	109	104	82	117	−5	−175	48	−11	128	−690	818
1973	110	114	107	88	125	960	396	102	334	−835	−2,295	1,460
1974	110	114	105	98	113	553	666	81	−68	−3,668	−5,234	1,566
1975										−1,687	−3,211	1,524
1973 1st qtr.	110	115	109	86	130	353	166	37	51	−125	−329	204
2nd qtr.	109	113	104	83	118	274	88	3	185	−63	−388	325
3rd qtr.	110	115	107	92	120	155	46	29	47	−217	−583	366
4th qtr	109	115	107	89	132	178	96	32	51	−430	−995	565
1974 1st qtr	106	113	108	97	112	−174	−31	18	−59	−845	−1,272	427
2nd qtr.	110	112	100	96	110	274	191	43	27	−948	−1,336	388
3rd qtr.	112	114	103	97	119	359	368	3	−14	−823	−1,199	376
4th qtr.	111	115	107	101	113	94	139	17	−22	−1,052	−1,427	375
1975 1st qtr.	110	116	105	93	102	−171	−4	−31	−57	−425	−860	435
2nd qtr.	107	114	103	87	100	−288	−112	−54	−52	−337	−678	341
3rd qtr.	107	112	107	82	102	−157	−211	−25	60	−577	−965	388
4th qtr.										−348	−708	360 **
% change last 2 qtrs. on prev. 2 qtrs.	−3.0	−2.2	−1.2	−13.3	−6.4							
on a year earlier	−3.6	−0.3	+3.5	−12.7	−11.7							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Trade	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales*	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
				monthly averages									On a balance of payments basis	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	July 1972					
£m in base year			15,895											
Series in				thousands						thousands		thousands	£ million at current prices	
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	8,810	8,528
1972	102.6	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	855.0	3.7	147.3	9,140	9,830
1973	110.3	110.9	110.7	137.3	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	11,771	14,066
1974	106.3	107.8	109.9	102.7	108.5	16.0	215.3	152.0	138.7	600.3ø	2.6ø	302.7ø	15,886	21,120
1975				96.6 p	134.8	24.2	235.3 p	188.7 p		929.3	4.0	148.2ø	18,783p	21,994 p
1974 1st qtr.	104.4	106.5	109.8	103	101.4	12.9	212.5	138.3	125.0	572.9	2.5	288.6	3,490	4,762
2nd qtr.	107.9	109.4	107.3	104	107.5	15.8	213.7	148.9	132.3	579.4	2.5	313.0	3,996	5,332
3rd qtr.	108.3	109.6	111.0	109	110.2	17.0	212.9	156.1	144.0	621.2	2.7	310.1	4,231	5,430
4th qtr.	104.8	105.7	111.6	96	115.1	18.2	222.1	164.9	153.5	..	..	..	4,169	5,596
1975 1st qtr.	104.8	106.1	111.5	106	122.0	20.3	220.9	176.0	163.6	733.3	3.2	..	4,534	5,395
2nd qtr.	100.2	100.4	108.7	91	133.6	24.3	225.6	186.3	176.3	849.7	3.7	159.8	4,464	5,142
3rd qtr.	100 0	100.1	105.3	104	139.4	26.6	239.3	193.4	185.4	1008.5	4.3	135.2	4,642	5,607
4th qtr.			105.9 p	85	144.2	25.3	255.5 p	199.1 p		1125.6 p	4.8	119.4 p	5,143 p	5,851 p
1974 Dec.	103.0	104.1	110.8	87	116.9	19.1	222.5	167.6	158.0	..	..	..	1,450	1,834
1975 Jan.	105.5	107.7	113.0	109	119.9	19.9	222.1	173.0	159.8	709.0 e	3.0 e	..	1,510	1,926
Feb.	105.2	106.9	112.3	113	121.9	19.9	218.8	175.9	162.0	736.7	3.2	196.3	1,479	1,815
Mar.	103.6	103.8	109.4	97	124.3	21.2	221.9	179.2	169.0	754.1	3.2	189.7	1,545	1,654
Apr.	101.5	101.7	120.2	89	129.1	21 7	222.9	182.5	170.1	794.2	3.4	176.5	1,366	1,725
May	99.4	99.4	102.5	90	134.5	25.0	226.2	187.3	176.4	853.5	3.7	158.6	1,613	1,689
June	99.7	100.0	104.5	95	137.1	26.1	227.7	189.0	182.5	901.4	3.9	144.4	1,484	1,728
July	100.6	100.9	104.7	89	138.5	26.3	233.2	191.7	184.7	976.5	4.2	131.6	1,564	1,926
Aug.	98.8	98.9	104.9	92	139.3	26.9	241.4	193.5	185.5	1008.8	4.3	136.7	1,492	1,875
Sept.	100.5	100.5	106.0	130	140.5	26.6	243.2	194.9	185.9	1040.1	4.5	137.4	1,586	1,806
Oct.	101.7	101.5	105.3	84	142.5	25.9	251.7 p	197.0	187.3	1088.5	4.7	126.2	1,739	1,961
Nov.	101.8	101.5	105.9	83	144.2	25.2	256.1 p	198.8 p	194.7 p	1125.3	4.8	117.3	1,637	1,924
Dec.			106½ p	89 p	146.0	24.9	258.6 p	201.4 p		1163.1 p	5.0	114.8 p	1,767 p	1,966 p
% change latest 3 months on prev. 3 months	+1.6	+1.2	+0.6	−17.7	+3.4		+6.8	+2.9	+2.8	+11.6		−11.7	+11	+4½
on a year earlier	−4.5	−5.5	−5.1	−10.8	+25.3		+15.0	+20.7	+26.5	..		..	+23	+4½

p Provisional * After April 1973, affected by changes due to VAT † Base of index Jan. 1962 = 100 .. not available
ø Average of 11 months e Figure is estimate ** Figure is projection

Index of retail prices in December 1975

The index of retail prices for all items for 9 December 1975 was 146.0 (15 January 1974 = 100). This represents an increase of 1.2 per cent on November (144.2) and of 24.9 per cent on December 1974 (116.9).

The rise in the index in December was due to higher prices for potatoes and some other seasonal foods, bread, meat and bacon; to increases in the prices of petrol, fuel oil, beer and cigarettes, and to higher charges for gas.

The movements for the main groups of the index are shown in Table 2.

TABLE 1

	All items			All items except seasonal food		
	Index 15 January 1974 = 100	Percentage change over 1 month	Percentage change over 12 months	Index 15 January 1974 = 100	Percentage change over 1 month	Percentage change over 6 months
1975						
July	138.5	+1.0	+26.3	138.5	+1.0	+14.9
August	139.3	+0.6	+26.9	139.7	+0.9	+14.0
September	140.5	+0.9	+26.6	140.9	+0.9	+12.9
October	142.5	+1.4	+25.9	142.8	+1.3	+10.4
November	144.2	+1.2	+25.2	144.5	+1.2	+ 7.2
December	146.0	+1.2	+24.9	146.1	+1.1	+ 6.6

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half	* five week period
the final digit shown	⊙ fifty-three week
p provisional	period

TABLE 2 General index of retail prices

	Indices (15 January 1974 = 100)		Percentage change over the month
	11 Nov. 1975	9 Dec. 1975	
All items	144.2	146.0	+1.2
All items excluding food	145.0	146.6	+1.1
Food	141.6	144.2	+1.8
Seasonal food	140.1	148.9	+6.3
Other food	142.4	143.9	+1.1
Alcoholic drink	144.5	146.6	+1.5
Tobacco	160.7	162.2	+0.9
Housing	133.8	134.2	+0.3
Fuel and light	161.9	166.8	+3.0
Durable household goods	140.2	141.3	+0.8
Clothing and footwear	130.5	131.4	+0.7
Transport and vehicles	153.4	156.0	+1.7
Miscellaneous goods	147.6	149.1	+1.0
Services	151.6	152.5	+0.6
Meals out	142.1	143.6	+1.1

Retailers' stocks in November 1975

Based on the non-seasonally adjusted data of Table 1, the level of stocks at book value in November was 20 per cent higher than a year ago, but at constant prices the level was unchanged.

The estimates of value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (Table 2) suggest a further comparatively large increase in stock levels in November – following similar increases in both September and October. Stocks had declined in the early part of the year, particularly in April when sales were very high, but there has been rebuilding since then.

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,860 million.

2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, the usual comparisons with a year earlier for the book values series have not been given. As the basis of valuation is now comparable with that of a year earlier these percentages changes have been re-introduced. The estimates at constant prices take account of this method of

TABLE 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier* (At cost at end of month)

	January	February	March	April	May	June	July	August	September	October	November	December
At book values:												
1971	89	91	94	95	95	97	95	95	98	106	110	100
1972	96	98	101	102	102	104	101	102	104	113	119	106
1973	103	106	111	111	111	115	115	116	121	131	140	129
1974	126	127	133	137	142	143	143	142	148	161	171	154
1975	148	151	159	155	160	163	162	163	173	191	205	
1972	7	8	8	6	7	8	7	7	7	7	8	6
1973	7	8	9	—	—	—	—	—	—	—	—	—
1974	—	—	—	24	28	24	24	22	23	22	22	20
1975	18	19	20	13	13	14	14	14	17	19	20	
At constant (1970) prices:												
1971	95	97	99	99	98	99	96	96	99	107	111	100
1972	95	97	99	100	100	102	98	98	100	107	112	99
1973	96	99	103	108	111	114	112	112	116	124	131	120
1974	113	112	116	117	118	118	116	114	116	124	129	115
1975	108	109	112	107	109	109	108	107	112	122	130	
1972	—	—	—	1	2	2	2	2	1	—	1	−1
1973	1	2	4	9	11	13	15	14	17	16	17	20
1974	18	14	13	8	6	3	3	1	—	—	−1	−3
1975	−5	−3	−4	−8	−8	−7	−7	−6	−4	−1	—	

TABLE 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted £ million

	January	February	March	April	May	June	July	August	September	October	November	December
1971	−14	−1	−17	2	−18	16	−8	4	12	18	−8	4
1972	−9	3	−12	9	4	20	−16	12	−12	8	8	−26
1973	26	16	9	88	55	42	18	8	21	5	23	23
1974	−7	−54	2	14	25	−12	18	−29	−3	−5	1	−18
1975	−27	−24	−6	−83	35	−4	19	—	41	34	36	

See footnote 2 to Table 1.

valuation, and are on a consistent basis throughout.

3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.

4 The statistics given in Table 2 were introduced in an article in the issue of 28 March 1975.

5 Long-run series back to 1966 for both Table 1 and Table 2 were included in the article in the issue of 26 September 1975.

Retail sales – provisional estimates for December 1975

		Retail sales: Volume Seasonally adjusted index (1971 = 100)	Retail sales: Value Not seasonally adjusted – percentage change compared with a year earlier
1974	1st quarter	109.8	+11
	2nd quarter	107.3	+15
	3rd quarter	111.0	+18
	4th quarter	111.6	+18
1975	1st quarter	111.5	+22
	2nd quarter	108.7	+24
	3rd quarter	105.3	+18
	4th quarter	105.9 (prov.)	+15 (prov.)
1974	September	112.2	+19
	October	111.4	+18
	November	112.8	+19
	December	110.8	+17
1975	September	106.0	+18
	October	105.3	+15
	November	105.9	+16
	December	106½ (prov.)	+15 (prov.)

Volume

The *provisional* estimate of the seasonally adjusted index of the volume of retail sales in December is 106½ (1971 = 100).

The estimate indicates little change in the volume of trade in recent months, although trade in the middle of 1975 may have been depressed following the high level of sales in April resulting from the Budget.

Sales in the fourth quarter of 1975 were 1 per cent below the average of the second and third quarter of 1975 (a period which includes most, if not all, of the lower level of trade offsetting the high sales in April), and were 5 per cent less than the average level reached in the fourth quarter of 1974 and the first quarter of 1975.

In 1975 as a whole, the volume of trade was 2 per cent lower than in 1974.

Value

Based on non-seasonally adjusted data, the value of total retail sales in December was 15 per cent higher than in December 1974. In the year 1975 as a whole, the value of sales was 19 per cent higher than in 1974.

Notes

The volume index is given to the nearest ½ per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimates was published in *Trade and Industry* on 21 February 1974.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices becomes more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The provisional figures are made available by press notice in advance of this article. The final figures for December will be published in a press notice on Monday, 9 February 1976.

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Overseas travel and tourism in the third quarter of 1975

Provisional figures for the third quarter of 1975 (released by the Department of Trade and to be published at the end of this month in Business Monitor M6, Overseas Travel and Tourism) show that there was a 13 per cent increase in the number of overseas visitors to the UK (including estimates of those from the Irish Republic) compared with the same period a year ago. Visits abroad by UK residents (including those to the Irish Republic) also increased, by 10 per cent, over the third quarter of 1974. The third quarter covers the peak of the holiday season and accounts for over 40 per cent of the annual flow of tourists.

In the first nine months of 1975 there were 7,112,000 overseas visitors to the UK, an increase of 12 per cent on 1974, who spent £856 million in this country. There were 9,603,000 visits abroad by UK residents in the same period (an increase of 10 per cent) who spent £711 million abroad. The resulting balance for the nine months of £145 million is £69 million higher than that achieved in the first nine months of 1974.

Note: All further figures quoted in the text and tables below exclude visitors to and from the Irish Republic.

Overseas visits to UK

Table 1 shows the main sources of visitors to the UK, the mode of travel and the purpose of visit. Visitors from EEC countries in the third quarter were 15 per cent more than in 1974 (1,445,000), from other European countries 23 per cent more (401,000) and from North America 7 per cent more (739,000). Except for North America these changes continued the general trends shown in the first two quarters; the increase in visitors from North America was the largest change between corresponding quarters in recent years.

The numbers of visitors arriving by air in the third quarter increased by 7 per cent (to 1,731,000), those travelling by sea increased by 25 per cent (to 1,477,000). As a result the proportion travelling by air declined from 58 per cent to 54 per cent.

Holiday visits and those to friends and relatives increased in the third quarter by 12 per cent to 1,686,000 and by 17 per cent to 556,000 respectively. Business visits however, possibly reflecting the lower level of economic activity, declined by 6 per cent to 354,000. Other visits which include those for study and for shopping as well as those for more than one purpose, rose 40 per cent to 612,000.

Visits abroad by UK residents

Visits abroad by UK residents recovered during 1975 from the low levels seen in the previous year and were broadly similar to those of 1973. Table 2 shows that in the third quarter visits to EEC countries were 12 per cent higher than in 1974 (at 2,013,000), and to other European countries 14 per cent higher (1,841,000). This represents a changed pattern from 1973 when 1,711,000 visitors went to EEC countries and 2,067,000 went to other European countries.

Visits abroad by air rose by 7 per cent in the third quarter and those by sea by 19 per cent. The greater growth in sea travel, particularly when compared with 1973, is associated with the higher

TABLE 1 Overseas visits to UK[1]

Thousands

		Area of residence				Mode of travel		Purpose of visit			
	Total all visits	Europe EEC(1)	Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other
1973 – total	6,996	2,879	851	2,059	1,207	4,629	2,367	3,471	1,359	1,196	970
1974 – total	7,224	3,141	950	1,755	1,379	4,719	2,505	2,393	1,541	1,281	1,009
1974 1st quarter	1,105	468	165	243	228	823	282	398	324	236	146
2nd quarter	1,829	818	217	468	327	1,170	659	882	413	299	235
3rd quarter	2,798	1,258	327	693	522	1,613	1,185	1,510	378	475	436
4th quarter	1,492	598	241	351	302	1,113	380	603	426	272	192
1975 1st quarter	1,366	618	207	255	286	953	413	567	342	268	189
2nd quarter	1,947	862	269	456	360	1,203	744	911	413	334	289
3rd quarter	3,207	1,445	401	739	623	1,731	1,477	1,686	354	556	612
Percentage change on year ago:											
3rd quarter	+15	+15	+23	+7	+19	+7	+25	+12	−6	+17	+40
1st to 3rd quarters	+14	+15	+24	+3	+18	+8	+24	+13	−1	+15	+33

(1) excluding visitors from the Irish Republic.

TABLE 2 Visits abroad by UK residents[1]

Thousands

		Area visited				Mode of travel		Purpose of visit			
	Total all visits	Europe EEC(1)	Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other
1973 – total	10,211	3,974	4,896	409	727	7,258	2,748	7,292	1,441	1,033	444
1974 – total	9,176	4,079	3,739	420	728	6,035	2,931	6,149	1,514	1,127	386
1974 1st quarter	1,327	493	581	57	177	1,116	192	733	343	212	40
2nd quarter	2,367	1,160	907	87	152	1,498	808	1,542	427	248	150
3rd quarter	3,922	1,803	1,613	183	242	2,250	1,591	2,975	324	478	145
4th quarter	1,560	622	638	93	157	1,171	340	898	421	189	52
1975 1st quarter	1,500	618	576	70	219	1,159	324	792	353	268	87
2nd quarter	2,655	1,304	1,019	95	192	1,612	998	1,748	415	270	222
3rd quarter	4,369	2,013	1,841	199	254	2,416	1,890	3,340	333	504	193
Percentage change on year ago:											
3rd quarter	+11	+12	+14	+9	+5	+7	+19	+12	+3	+5	+33
1st to 3rd quarters	+12	+14	+11	+11	+16	+7	+24	+12	+1	+11	+50

(1) Excluding those to the Irish Republic.

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proportion of visits being made to nearer EEC countries at the expense of other European countries.

Holiday visits rose by 12 per cent in the third quarter (to 3,340,000) – but this was still 1 per cent less than the level in 1973; visits to friends and relatives rose by 5 per cent (to 504,000), and business visits rose by 3 per cent (to 333,000). The numbers taking inclusive-tour holidays (not shown separately in Table 2) rose by 13 per cent to 1,809,000 but this was still 12 per cent below the level in 1973. Visits for 'other' purposes rose by 33 per cent (to 193,000).

(Note: The statistics in this article are derived from the International Passenger Survey which is described in the Business Monitor M6, International travel and tourism, and more fully in the article on travel and tourism in *Trade and Industry*, 2 January 1976.

In future, articles will be published regularly in association with the Business Monitor quarterly results.)

Made-up clothing: orders and deliveries

In the three months ended September 1975, deliveries by the clothing industry were provisionally estimated to have been 5 per cent higher than in the preceding three months. Net new orders were 2 per cent lower and orders-on-hand at the end of September were 4 per cent below the end-June 1975 level. (These comparisons are based on the seasonally adjusted series in the accompanying table.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent months.

Made-up clothing

Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
1974	145		115		114	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1974 1st quarter	164	161	111	115	107	108
2nd quarter	171	149	122	113	113	115
3rd quarter	137	143	96	113	115	117
4th quarter	145	145	129	118	122	118
1975 1st quarter	134	139	115	123	116	121
2nd quarter	160	146	129	115	110	109
3rd quarter	127	140	96	113	112	114
1974 January	166	157	96	112	92	110
February	169	164	122	124	108	104
March	164	161	116	109	122	110
April	171	163	133	122	115	114
May	182	155	134	109	108	113
June	171	149	100	107	117	118
July	156	149	85	113	112	116
August	143	143	86	112	105	118
September	137	143	116	114	129	116
October	142	140	150	115	141	120
November	152	141	153	122	130	118
December	145	145	85	116	96	115
1975 January	137	136	101	119	103	123
February	134	136	121	123	125	121
March	134	139	124	129	119	118
April	143	143	131	108	114	103
May	163	145	143	117	106	112
June	160	146	113	122	110	112
July p	143	143	83	111	108	113
August p	131	137	83	108	102	116
September p	127	140	122	121	126	114

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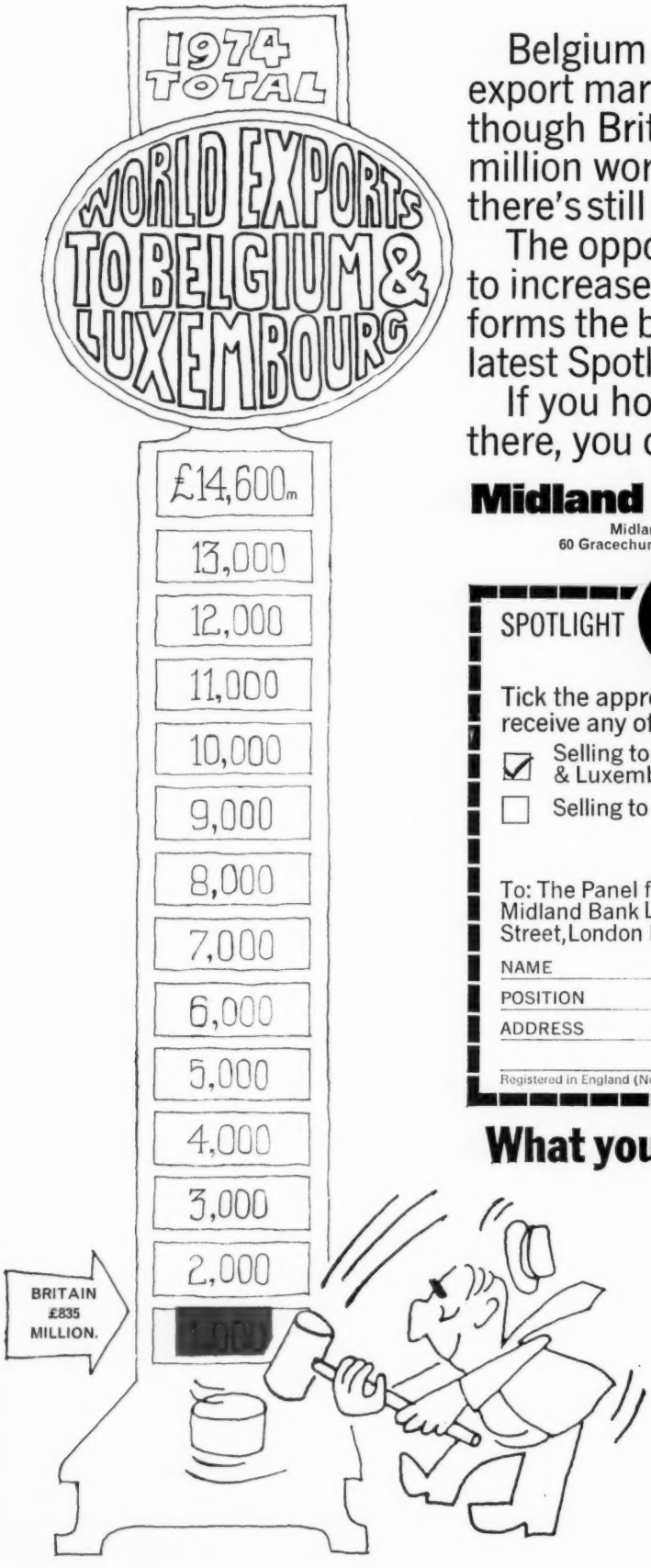

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Regional selective assistance

The table below shows offers of £10,000 or more made since 31 July 1974 under Section 7 of the Industry Act 1972 against which a first payment to the company concerned was made in the period 1 July-30 September 1975. Offers of interest relief grant with a loan equivalent of £10,000 or more are also shown.

Region and company	Type of assistance (see notes at foot of table)	Amount of assistance committed (£)	Reason (see notes at foot of table)
SCOTLAND			
Alban Metal Products	L	200,000	A
Alisa Trucks Ltd.	IRG	322,000	A
APA Foam Products Ltd.	IRG	14,400	A
Bell Punch Co. Ltd.	IRG and RG	56,800	A
Boris Net Co. Ltd.	IRG	1,440	A
British Aluminium Co. Ltd.	L	7,000,000	B
Bruntons (Musselburgh) Ltd.	IRG	79,900	A
Caie Bros.	IRG	2,350	A
Courtaulds (Whittaker Fabrics)	IRG	385,000	A
W. Collins Sons and Co.	IRG	490,000	A
James Fairley and Sons Ltd.	IRG	43,200	A
J. H. Fenner and Co. Ltd.	L	700,000	A
Fife Warehousing Co. Ltd.	IRG	4,800	A
FMC Corporation (UK) Ltd.	IRG	180,000	A
Glasgow Abrasives Ltd.	IRG	1,800	A
George Goodman Ltd.	IRG	5,875	A
Havakin Engineering (Scotland) Ltd.	IRG	3,000	A
Joy Manufacturing Co. (UK) Ltd.	L	1,000,000	A
W. and J. Knox Ltd.	IRG	14,100	A
Laporte Industries Ltd.	IRG and RG	80,900	A
Lewis Offshore Ltd. (Fred Olsen)	IRG	1,580,950	A
Lyle Barclay Ltd.	IRG	112,000	A
Manclark and Son Ltd.	L	60,000	A
McLellan Rubber Ltd.	IRG	23,500	A
M. C. P. Pharmaceuticals Ltd.	IRG and RG (3)	64,780	A
Midland Vibrating Roller Hire	IRG	8,820	A
Newey Bros. Ltd.	IRG	9,400	A
Q. C. Colours Ltd.	IRG	10,575	A
James Ross and Son (Edinburgh) Ltd.	L	100,000	A
Thomas Salter Ltd.	L	200,000	A
Sand Development Ltd.	IRG	32,900	A
Shand Mills Ltd.	L	160,000	A
Strathleven Bonded Warehouses	IRG	60,000	A
M. and A. Thomson Litho Ltd.	IRG	23,500	A
West End Engine Works (Successors) Ltd.	IRG	14,700	A
Winget Refrigeration Ltd.	IRG and RG	15,600	A
Total		13,052,290	
WALES			
Chance Pilkington PE Ltd.	IRG	28,000	A
Compressed Air Ltd.	L	60,000	A
Dunbar Rudinger Ltd.	L	87,000	B
GRE-Zone Products Ltd.	IRG and RG	7,000	A
Heaps of Nantwich Ltd.	IRG	5,400	A
Hubert Jones (Trawlers) Ltd.	GR	10,500	B
Stadium Ltd.	IRG	34,000	A
Steel Core International Ltd.	L	25,000	A
Waterfit Ltd.	L	55,000	A
Total		311,900	
YORKSHIRE AND HUMBERSIDE			
George Angus and Co. Ltd.	IRG	3,160	A
Ascol Laminates Ltd.	IRG	7,000	A
Birstall Foundry Co. Ltd.	IRG	9,996	A
Wm. Broady and Son Ltd.	IRG	66,330	A
Brooke Tools Ltd.	L-RG	147,200	A
Dale Electric of Great Britain Ltd.	IRG	9,000	A
Denholme Silk Weavers (British) Ltd	IRG	1,624	A
Emerson and Cuming (UK) Ltd.	IRG-RG	6,023	A
English Drilling Equipment Co. Ltd.	IRG	17,325	A
Freemans (London) Ltd.	RG (3)	448,750	A
Glengrove Ltd.	L	96,000	A
Hardy Printers (Yorkshire) Ltd.	IRG	21,402	A
Harlands of Hull Ltd.	RG	40,506	A
Heatherdale Fabrics Ltd.	L	125,000	A
J. F. Helliwell and Sons Ltd.	IRG	1,700	A
Midland Bank Ltd.	RG (3)	62,298	A
Modernisation (Northern) Ltd.	L	40,000	A
Pitcraft Ltd.	L	120,000	A
Rocol Ltd.	IRG	9,996	A
A. Spafford and Co. Ltd.	IRG	2,656	A
The Drum Engineering Co. Ltd.	IRG	10,000	A
Towler Hydraulics Ltd.	IRG	35,475	A
Simon Warman Ltd	IRG	53,912	A
Total		1,335,353	

Region and company	Type of assistance (see notes at foot of table)	Amount of assistance committed (£)	Reason (see notes at foot of table)
NORTH WEST			
Anchor Chain Co. Ltd.	IRG	30,100	A
Ferranti Ltd.	L-E	15,000,000	B
Boiler Ancillary Services Ltd.	IRG	1,800	A
British Leyland (UK) Ltd	IRG	38,400	A
Carrington and Dewhurst Ltd.	IRG	26,650	A
Carter Bros. (Rochdale) Ltd.	IRG	8,400	A
Coloroll Ltd.	IRG	21,750	A
Compoflex Co. Ltd.	IRG	9,900	A
Coulridge Ltd.	IRG	2,700	A
Dubilier Electronics Ltd.	IRG	58,800	A
Fairy Tuft Ltd.	IRG	1,800	A
Harwood Screens Ltd.	IRG	2,350	A
Hill Biscuits	IRG and RG	14,553	A
Hollin Engineering Co. Ltd.	IRG	2,880	A
Jafora (UK) Ltd.	IRG	25,625	A
T. E. Johnson (Astmoor) Ltd.	IRG	8,250	A
Jordan and Sons (Printers) Ltd.	IRG	3,750	A
J. R. Kirkland (Yarns) Ltd.	IRG	5,760	A
Lewis Clarke and Co. (London) Ltd.	RG	1,962	A
Meccano Ltd.	IRG	37,000	A
Monitor Designs Ltd.	IRG	24,050	A
PKM Packaging and Forwarding Ltd.	IRG	6,600	A
Prices Chemicals Ltd.	IRG (2)	11,400	A
David Rees Foods Ltd.	IRG	4,200	A
Reed Corrugated Cases Ltd.	IRG	7,200	A
Shell Mex and BP Ltd.	RG (2)	828,000	A
Staflex International Ltd.	IRG	39,000	A
Strong and Fisher Ltd.	IRG and RG	10,168	A
Total		16,233,048	
NORTHERN			
Albright and Wilson	IRG	27,000	A
Armstrong Cork Co. Ltd.	IRG	100,000	A
Bede Engineering Co. Ltd.	IRG	1,600	A
I. J. Dewhurst Ltd.	IRG	22,000	A
Durham Light Industries Ltd.	IRG	3,600	A
Ellay Enfield Tubes Ltd.	IRG	41,125	A
Elmwood Sensors Ltd.	IRG	12,000	A
Finlay Packaging Ltd.	IRG	9,600	A
Formica	IRG	26,100	A
Frys Diecasting Ltd.	IRG	7,000	A
Hargreaves Vehicle Distributors Ltd.	IRG	2,600	A
E. Jopling and Sons Ltd.	L	190,000	A
Norflex	IRG	46,000	A
Paramount Kitchen Furniture	RG	16,424	A
Philips Electrical Ltd.	IRG	38,400	A
Pirelli Ltd.	IRG	117,175	A
Printers (Coast) Ltd.	IRG	3,600	A
Sidex Ltd.	IRG	90,000	A
Triphos (Northern) Ltd.	IRG	25,500	A
James Walker and Co. Ltd.	IRG	16,200	A
Weller Electric Ltd.	IRG and RG	148,450	A
Williams Bros. (Offshore) Ltd.	IRG	262,500	A
Total		1,206,874	
EAST AND WEST MIDLANDS			
Lewis, Wolf Griptight Ltd.	IRG	56,000	A
Richards and Wallington Industries Ltd.	IRG	160,000	A
The Standard Soap Co. Ltd.	IRG	14,280	A
United Lubricants Ltd.	IRG and RG	72,120	A
Total		302,400	
SOUTH WEST			
Architectural Woodcraftsmen Ltd.	IRG	14,400	A
Leisure Time Ltd.	IRG	4,080	A
Phantasia Design and Manufacturing Ltd.	IRG and RG	4,140	A
Tourell Precision Engineers Ltd.	IRG	3,500	A
H. Whatley and Co. Ltd.	IRG and RG	3,990	A
W. H. Lake and Son Ltd.	IRG	6,480	A
Total		36,590	
Total amount of assistance committed:		32,478,455	
Total amount paid in regional selective assistance during period:		42,070,800	

* Includes preservation of jobs in Scotland.

Notes:

A – New jobs being created. B – Preservation of employment. E – Equity. G – Grant for general purposes. IRG – Interest relief grant. L – Loan. RG – Removal grants.

Current account of the United Kingdom balance of payments for December 1975

In December 1975 the current account is estimated to have been in deficit by £79 million. The deficit on trade in goods was £199 million seasonally adjusted, made up of a deficit of £320 million in trade in oil (that is, petroleum and petroleum products) and a surplus of £121 million in trade in non-oil-goods. The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £120 million.

In the fourth quarter of 1975 the current account deficit was £348 million compared with £577 million in the previous quarter.

In 1975 as a whole the current account deficit is estimated to have been £1,687 million compared with £3,668 in 1974.

£ million seasonally adjusted

	Current balance	Visible balance: trade in goods			Invisible balance:
		Petroleum and petroleum products	Other goods	Total	Services and other current transactions
1974	−3,668	−3,423	−1,811	−5,234	+1,566
1975	−1,687	−3,122	−89	−3,211	+1,524
1974 1st quarter	−845	−736	−536	−1,272	+427
2nd quarter	−948	−888	−448	−1,336	+388
3rd quarter	−823	−880	−319	−1,199	+376
4th quarter	−1,052	−919	−508	−1,427	+375
1975 1st quarter	−425	−775	−85	−860	+435
2nd quarter	−337	−688	+10	−678	+341
3rd quarter	−577	−781	−184	−965	+388
4th quarter	−348	−878	+170	−708	+360 (a)
July	−234	−251	−112	−363	+129 (b)
August	−253	−275	−108	−383	+130 (b)
September	−91	−255	+35	−220	+129 (b)
October	−102	−283	+61	−222	+120 (a)
November r	−167	−275	−12	−287	+120 (a)
December	−79	−320	+121	−199	+120 (a)

(a) These figures are projections and are subject to revision as the relevant statistical information becomes available.

(b) One third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

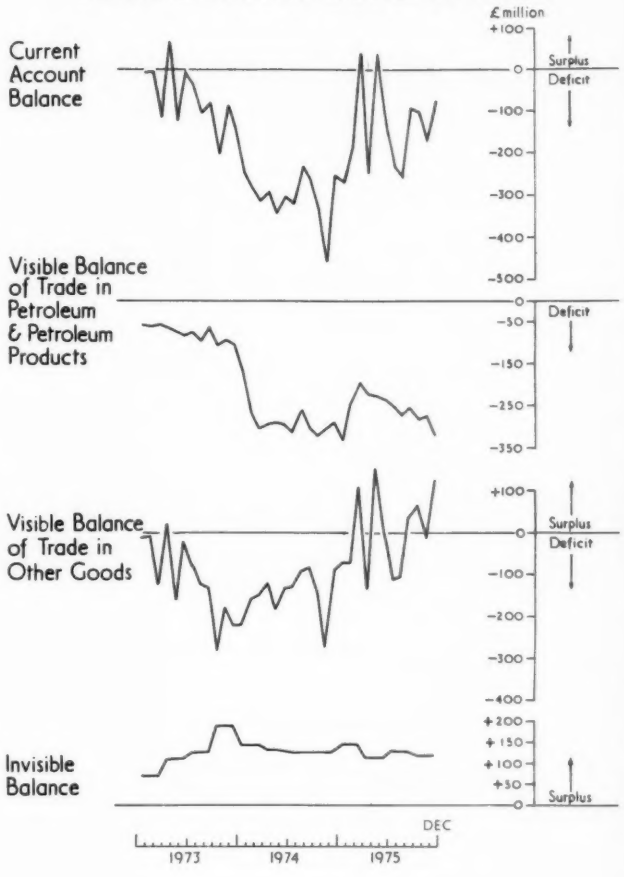
TABLE 1 Visible trade on balance of payments basis

Seasonally adjusted values — £ million

	Exports (fob)	Imports (fob)	Visible balance
1973	11,771	14,066	−2,295
1974	15,886	21,120	−5,234
1975 p	18,783	21,994	−3,211
1973 1st quarter	2,669	2,998	−329
2nd quarter	2,831	3,219	−388
3rd quarter	3,072	3,655	−583
4th quarter	3,199	4,194	−995
1974 1st quarter	3,490	4,762	−1,272
2nd quarter	3,996	5,332	−1,335
3rd quarter	4,231	5,430	−1,199
4th quarter	4,169	5,596	−1,427
1975 1st quarter r	4,534	5,395	−860
2nd quarter r	4,464	5,142	−678
3rd quarter r	4,642	5,607	−965
4th quarter p	5,143	5,851	−708
1975 July r	1,564	1,926	−363
August r	1,492	1,875	−383
September r	1,586	1,806	−220
October r	1,739	1,961	−222
November r	1,637	1,924	−287
December p	1,767	1,966	−199
Percentage change 4th quarter on previous quarter	+11	+4½	

p Provisional estimates r Revised estimates.

ANALYSIS OF THE CURRENT ACCOUNT OF THE UNITED KINGDOM BALANCE OF PAYMENTS



United Kingdom Trade

on a balance of payments basis
seasonally adjusted (except Unit Value Index)

Value: £million f.o.b.
Indices 1970 = 100

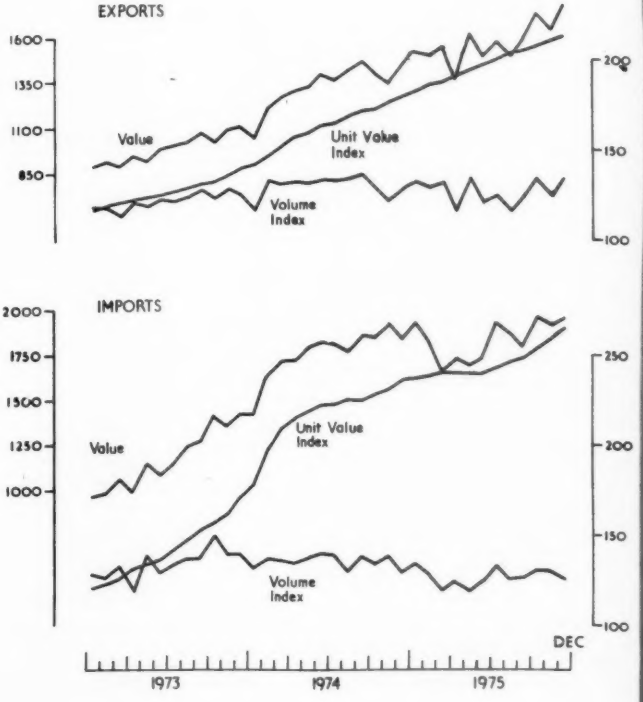


TABLE 2 Invisible trade ¶

Seasonally adjusted values — £ million

	Credits	Debits	Invisible balance
1973	8,303	6,843	+1,460
1974	9,975	8,409	+1,566
1975			
1973 1st quarter	1,771	1,567	+204
2nd quarter	2,009	1,684	+325
3rd quarter	2,105	1,739	+366
4th quarter	2,418	1,853	+565
1974 1st quarter	2,444	2,017	+427
2nd quarter	2,456	2,068	+388
3rd quarter	2,452	2,076	+376
4th quarter	2,623	2,248	+375
1975 1st quarter	2,713	2,278	+435
2nd quarter	2,744	2,403	+341
3rd quarter	2,781	2,393	+388
4th quarter			
1975 October			+120*
November			+120*
December			+120*

¶ See Note 1(g).
* These figures are projections and are subject to revision as the relevant statistical information becomes available.

TABLE 3 Export and import unit value and volume index numbers on a balance of payments basis

Indices 1970 = 100

	Unit values (not seasonally adjusted)			Volume (seasonally adjusted)	
	Exports	Imports	Terms of trade†	Exports	Imports
1973	126.0	139.7	90.2	121.8	134.0
1974	162.7	217.3	74.9	130.1	135.4
1975 p	197.7	246.7	80.1	126.8	126.4
1973 1st quarter	119.3	123.4	96.7	117.2	128.9
2nd quarter	123.8	133.1	93.0	120.2	129.2
3rd quarter	129.1	146.7	88.0	124.6	135.6
4th quarter	136.1	162.0	84.0	125.4	142.4
1974 1st quarter	147.2	194.5	75.7	126.7	134.7
2nd quarter	159.9	218.4	73.2	132.5	137.1
3rd quarter	168.1	224.2	75.0	134.3	135.4
4th quarter	175.8	231.3	76.0	126.6	134.4
1975 1st quarter	184.9	239.7	77.1	130.9	126.8
2nd quarter	193.4	240.6	80.4	123.9	122.2
3rd quarter	202.4	246.7	82.0	121.9	127.9
4th quarter p	209.9	259.8	80.8	130.4	128.8
July	199.8	243.8	82.0	124.1	132.7
August	202.5	247.2	81.9	117.3	125.0
September	204.9	249.1	82.3	124.2	125.9
October	207.2	252.4	81.5	132.6	130.9
November	210.5	259.3	81.2	124.9	130.0
December p	211.9	265.8	79.7	133.7	125.6
Percentage change 4th quarter on previous quarter	+3½	+5½	−1½	+7	+½

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates.

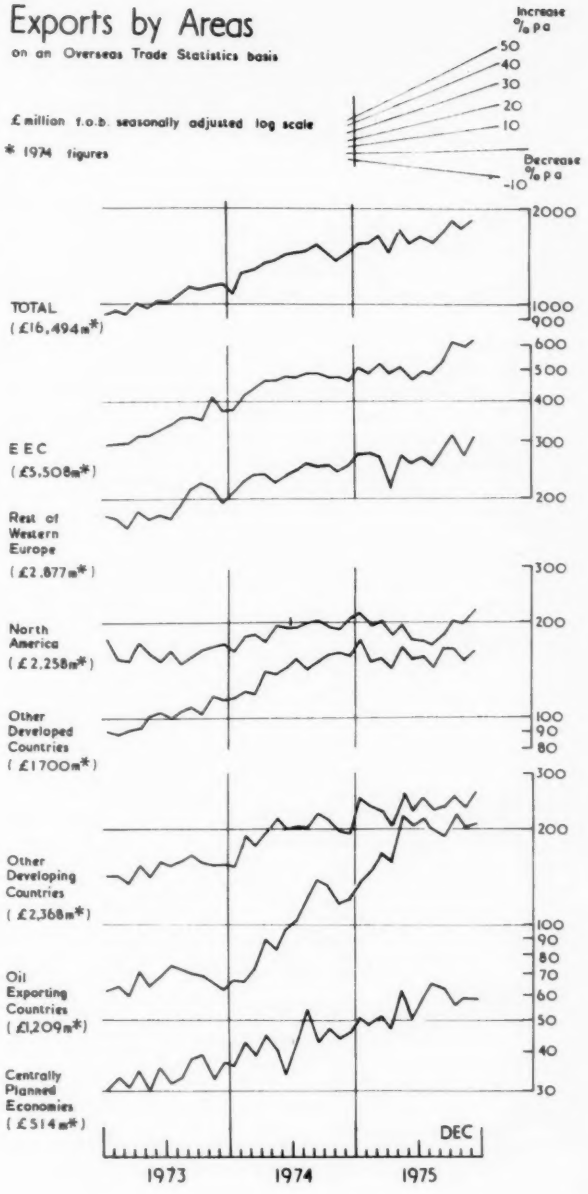
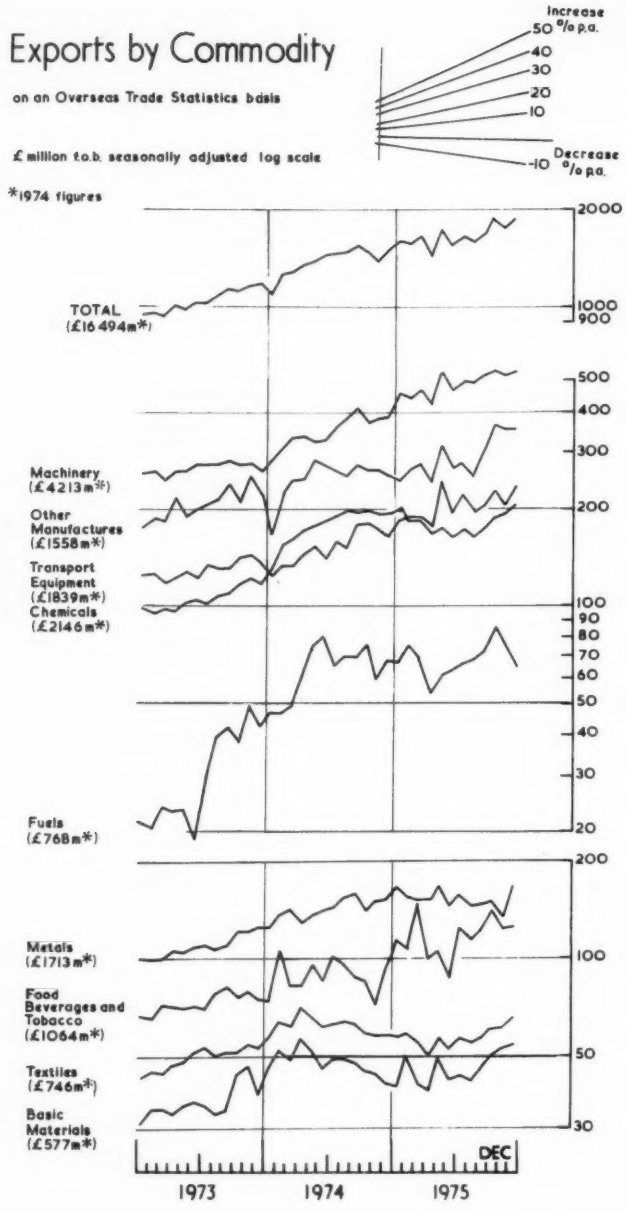


TABLE 4 Exports: areas¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

		Developed countries				Developing countries		
	Total	EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	Centrally planned economies
1974	16,494	5,508	2,877	2,258	1,700	1,209	2,368	514
1975 p	19,770	6,391	3,277	2,306	1,878	2,333	2,861	666
1975 1st quarter r	4,754	1,526	822	612	474	465	713	154
2nd quarter r	4,703	1,485	750	548	455	599	692	158
3rd quarter r	4,882	1,524	805	522	468	626	712	183
4th quarter p	5,431	1,857	899	623	481	643	744	172
1975 October r	1,840	621	312	202	188	229	251	55
November r	1,730	611	276	200	151	204	236	58
December p	1,861	625	312	220	161	210	257	58
Percentage change 4th quarter on previous quarter	+11	+22	+12	+19	+3	+3	+4½	−6

¶ See Note 1(b). r Revised estimates. p Provisional estimates.



VISIBLE TRADE

(a) Summary (figures on a Balance of Payments basis) (see Tables 1 and 3)

In December there was a deficit on visible trade of £199 million, seasonally adjusted; the value of exports was £1,767 million and the value of imports £1,966 million. The visible trade deficit was smaller than the deficit of £287 million in November as the value of exports rose by £130 million and imports by £42 million. In terms of volume, exports rose by 7 per cent while imports fell by 3½ per cent. The terms of trade index fell by 2 per cent, the result of a ½ per cent rise in the export unit value index and a 2½ per cent rise in the import unit value index.

In the fourth quarter of 1975, the deficit on visible trade was £708 million compared with £965 million in the third quarter. This improvement resulted from a favourable swing in the balance of trade in non-oil goods – from a deficit of £184 million to a surplus of £170 million – which more than offset an increase in the oil trade deficit, from £781 million to £878 million. A reduction in imports of North Sea oil production installations and a high level of diamond exports in the final quarter of last year were major factors in the marked improvement in the non-oil trade balance.

Exports were valued at £5,143 million in the fourth quarter of 1975, 11 per cent higher than in the previous quarter while imports, at £5,851 million, were 4½ per cent higher. The volume of exports increased by 7 per cent, compared with a rise of ½ per cent in the volume of imports; there was, however, a fall of 1½ per cent in the terms of trade index as import prices increased more rapidly than export prices.

For 1975 as a whole the visible trade deficit was £3,211 million compared with £5,234 million in 1974. The deficit on trade in non-oil goods fell from £1,811 million in 1974 to £89 million in 1975 while the deficit on oil trade declined from £3,423 million to £3,122 million. Exports, at £18,783 million, were 18 per cent above their 1974 level while imports, at £21,994 million, increased by 4 per cent. In terms of volume, exports fell by 2½ per cent and imports by 6½ per cent: the terms of trade increased by 7 per cent, the result of a 22 per cent rise in the export unit value index and a 14 per cent rise in the import unit value index.

(b) Exports (Overseas Trade Statistics basis)

(i) Area analysis (see Table 4). Between the third and fourth quarters of 1975 exports to the developed countries in total increased strongly by 16 per cent. Deliveries to the EEC rose by 22 per cent and there were increases of 12 per cent and 19 per cent to the rest of Western Europe and North America respectively. Exports to Australia, New Zealand, South Africa and Japan in aggregate increased by 3 per cent. Exports to the developing countries rose by 2 per cent. Within this group, shipments to the oil exporting countries rose by 3 per cent, and to the other developing countries by 4½ per cent: in contrast exports to the centrally planned economies fell by 6 per cent.

(ii) Commodity analysis (see Tables 5, 6 and 7). In the fourth quarter of 1975 the value of exports of manufactured goods was 12 per cent higher than in the previous quarter with volume rising slightly

TABLE 5 Exports: commodity classes¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment*	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1974	16,494	1,064	577	768	13,685	6,052	4,213	1,305	535	2,146	1,713	746	3,027	401
1975 p	19,770	1,429	553	817	16,471	8,239	5,786	1,738	715	2,180	1,840	692	3,513	496
1975 1st quarter r	4,754	374	134	210	3,978	1,893	1,353	406	148	574	469	172	789	118
2nd quarter r	4,703	293	131	178	3,964	2,009	1,396	418	191	512	466	162	828	133
3rd quarter r	4,882	366	130	204	4,030	2,113	1,482	454	165	509	449	169	832	121
4th quarter p	5,431	396	157	225	4,498	2,224	1,555	460	211	585	456	189	1,064	125
1975 October r	1,840	143	51	86	1,494	744	520	152	76	189	150	61	359	49
November r	1,730	125	53	75	1,446	718	514	150	58	192	138	62	353	37
December p	1,861	127	54	64	1,558	762	521	158	77	203	168	66	352	39
Percentage change 4th quarter on previous quarter	+11	+8	+21	+11	+12	+5	+5	+1½	+28	+15	+1½	+12	+28	+3½

* Not seasonally adjusted. ¶ See Note 1(b). r Revised estimates. p Provisional estimates.

faster than export prices. Within this broad category the value of exports of machinery rose by 5 per cent, a fall of 3 per cent in volume being more than offset by increased prices. Exports of road motor vehicles rose by 1½ per cent in value while shipments of other transport equipment were 28 per cent higher. Shipments of semi-manufactures generally rose substantially; exports of chemicals increased by 15 per cent in value and exports of textiles rose by 12 per cent, both increases mainly reflecting greater volumes of deliveries. In contrast, shipments of metals and metal manufactures increased by only 1½ per cent in value and fell by 3½ per cent in volume. Exports of other manufactured goods rose by 28 per cent over this period, largely reflecting exceptionally high deliveries of diamonds. The value of non-manufactured goods despatched rose by 11 per cent. Within this commodity group, exports of food, beverages and tobacco increased in value by 8 per cent and basic materials by 21 per cent, both increases almost entirely the result of higher volumes. There was a rise of 11 per cent in exports of fuels, around two-thirds of which was due to higher prices.

(c) Imports (Overseas Trade Statistics basis)

(i) Commodity analysis (see Tables 8, 10 and 11). In the final quarter of 1975 there were widespread increases in the value of imports among the major commodity groups with generally increased prices and volumes. Imports of food, beverages and tobacco rose by 4 per cent in value between the third and fourth quarters of 1975, with price and volume contributing almost equally. Between the same quarters, arrivals of fuels were 12 per cent higher in value, largely the result of price increases, while industrial materials rose by 10 per cent in value mainly stemming from an increase in volume. In the latter group, imports of chemicals rose by 22 per cent, basic materials by 11 per cent and other semi-manufactures by 6 per cent, volume being the major contributory factor in each case. Finished manufactures in total were 9 per cent higher in value with price and volume contributing equally. Within the group machinery imports rose by 10 per cent in value while imports of road motor vehicles were little changed and other transport equipment fell by 13 per cent. Imports of other finished manufactures rose by 12 per cent, mainly the result of price increases. Imports of miscellaneous goods (which include North Sea oil production platforms) fell by 64 per cent in value, partly explaining the small rise in the volume of total imports.

(ii) Area analysis (see Table 9). The value of imports from Western Europe increased by 5 per cent between the third and fourth quarters of 1975. Within this group imports from the EEC increased by 11 per cent, while imports from the rest of Western Europe fell by 8 per cent. Between the same periods imports from North America rose by ½ per cent, and there was a increase of 2 per cent in arrivals from Australia, New Zealand, South Africa and Japan in aggregate. Among the developing countries, imports from the oil exporters fell by 3 per cent while those from the other devel-

TABLE 6 Exports: volume indices Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and toacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
Weights	1,000	64	34	26	844	410	276	134	97	119	49	169
1974	132.9	142	115	101	135	125	127	120	169	116	125	154
1975 p	131.6	154	106	94	133	136	139	129	144	105	104	146
1975 1st quarter	135.5	169	102	106	136	135	141	129	155	115	101	145
2nd quarter	128.8	132	101	88	131	136	138	132	137	108	100	143
3rd quarter	126.6	145	102	90	127	136	141	126	135	100	103	134
4th quarter p	135.6	168	119	93	135	135	137	130	148	97	113	163
October	138.6	184	114	108	136	137	140	133	145	95	109	167
November	130.1	160	121	93	131	130	135	122	146	90	113	163
December p	138.1	160	123	79	139	137	135	136	152	106	116	160
Percentage change 4th quarter on previous quarter	+7	+16	+17½	+3½	+6	−1	−3	+3½	+9	−3½	+9½	+22

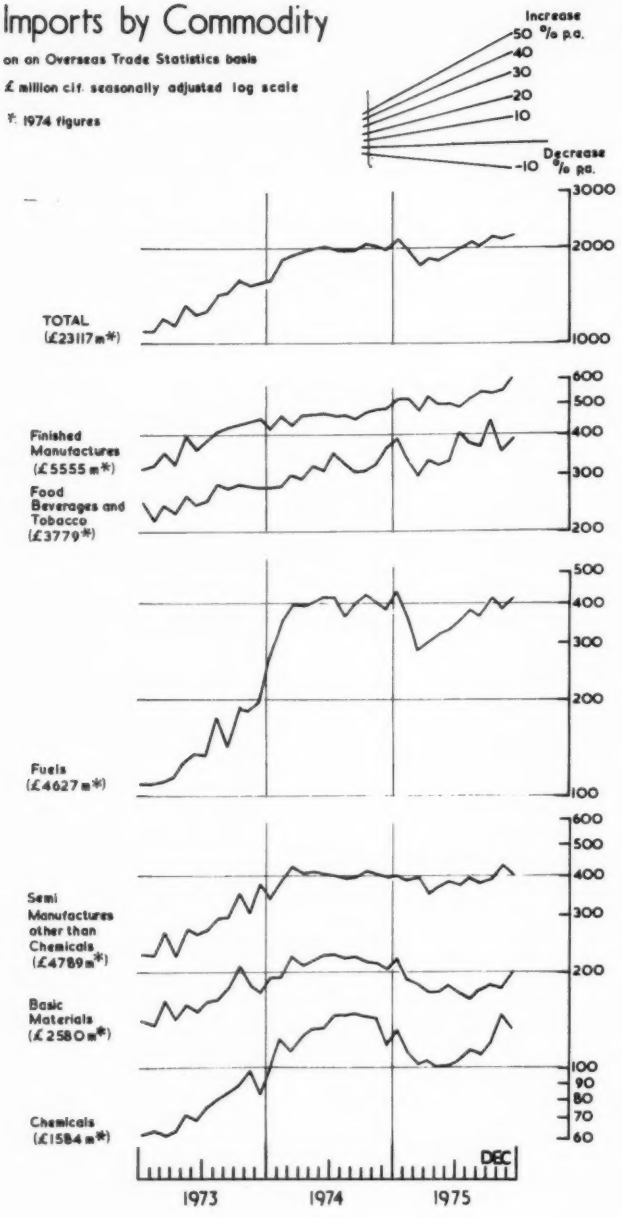
p Provisional estimates.

TABLE 7 Exports: unit value indices Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
1974	160.7	148	181	381	155	153	155	149	169	164	159	146
1975 p	196.8	178	198	438	192	196	198	190	207	192	178	178
1975 1st quarter	184.1	166	192	416	179	179	182	172	200	184	178	163
2nd quarter	192.6	176	199	421	188	190	192	185	209	189	177	172
3rd quarter	201.3	183	200	442	197	201	202	201	209	194	177	185
4th quarter p	209.3	187	202	474	205	213	217	203	211	200	180	192
October	206.8	187	204	459	202	209	212	203	207	199	180	191
November	209.8	186	201	478	205	213	219	201	212	202	179	191
December p	211.2	187	201	485	206	216	221	205	212	200	181	194
Percentage change 4th quarter on previous quarter	+4	+2	+1	+7	+4	+5½	+7½	+1	+½	+3	+2	+4

p Provisional estimates



oping countries rose by 16 per cent. Imports from the centrally planned economies rose by 9 per cent.

INVISIBLE TRADE (see Table 2)

The balance on services and other current transactions is estimated to have been running at a monthly surplus of about £120 million, with monthly credits and debits of the order of £900 and £800 million respectively.

NOTES

1(a) Trade figures on a Balance of Payments basis. The seasonally adjusted import and export figures on a Balance of Payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in Table 13 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special Exim Bank credit (the values involved are now small). All these adjustments are described in greater detail in the annual *'Pink Book' United Kingdom Balance of Payments 1964-74* (Table 4 and pages 64-67) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b). The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports (Table 1) and the monthly figures of trade in petroleum and petroleum products (Table 12). They are not estimated for the area and other commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 4 to 11 are available only on the Overseas Trade Statistics basis. Whereas comment on total trade and trade in petroleum and petroleum products relates to figures for exports and imports on a balance of payments basis, analyses of the area and other commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 4 to 11. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

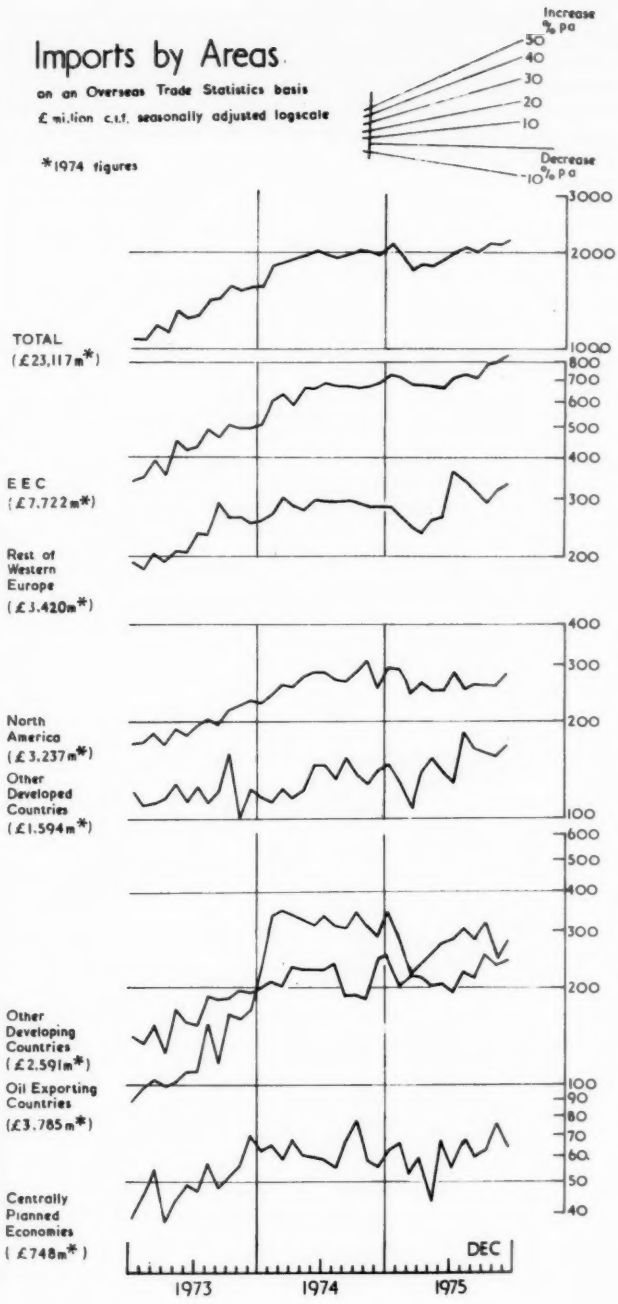
1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it

TABLE 8 Imports: commodity classes¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

				Industrial materials				Finished manufactures						
									Machinery and transport equipment					
	Total	Food beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles	Other transport equipment*	Other	Miscellaneous
1974	23,117	3,779	4,627	8,953	2,580	1,584	4,789	5,555	3,902	2,969	645	287	1,653	203
1975 p	24,005	4,340	4,317	8,360	2,216	1,411	4,733	6,387	4,514	3,334	876	298	1,873	605
1975 1st quarter r	5,828	1,029	1,063	2,150	596	355	1,199	1,536	1,090	811	185	96	446	80
2nd quarter r	5,580	983	951	1,978	536	315	1,127	1,554	1,106	802	229	71	448	97
3rd quarter r	6,141	1,141	1,088	2,015	513	334	1,168	1,579	1,117	818	230	70	462	313
4th quarter r	6,456	1,187	1,215	2,216	571	406	1,239	1,718	1,202	903	231	61	516	114
1975 October r	2,136	438	410	702	185	122	396	545	381	280	67	27	165	42
November r	2,125	355	386	767	182	149	436	562	391	301	81	17	170	43
December p	2,195	394	419	747	204	136	407	611	430	321	83	17	181	28
Percentage change 4th quarter on previous quarter	+5	+4	+12	+10	+11	+22	+6	+9	+7½	+10	+½	−13	+12	−64

* Not seasonally adjusted ¶ See Note 1(b) r Revised estimates p Provisional estimates.



follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The present system for the documentation of exports aimed at securing their full recording was introduced in October 1971; the system, and the methods used to monitor the accuracy of the resulting figures, were described in an article in *Trade and Industry*, 15 February 1973.

Regular assessments of the quality of recording indicated that, from the beginning of 1972 until late 1973 there was no need to mak eadjustments to the export figures for a shortfall in documentation. Some errors in recording remained, whereby either the need to submit a document was overlooked or, on the other hand, two documents might be submitted for the same goods. The amount of these errors had been substantially reduced, and they more or less balanced out, leaving the total recorded figure of exports in each month virtually correct.

From the autumn of 1973 until the end of 1974, however, there was evidence of a slight deterioration causing a small net amount of under-recording of about half of one per cent. In view of this evidence an adjustment, varying between £6 million and £8 million, was made for each month between October 1973 and December 1974, with smaller notional amounts in July to September 1973.

The monthly monitoring and follow-up process takes some time to carry out, so that the evidence becomes available several months in arrear. The evidence now available for 1975 shows a distinct and sustained improvement so that the amount of net under-recording is again negligible. As a result it is no longer necessary to make any adjustment for net under-recording to the monthly export figures from January 1975 onwards.

Regular monitoring of the quality of recording will continue.

1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain Customs

TABLE 9 Imports: areas¶ Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

	Total	Developed countries				Developing countries		Centrally planned economies
		EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	
1974	23,117	7,722	3,420	3,237	1,594	3,785	2,591	748
1975 p	24,005	8,797	3,542	3,205	1,755	3,274	2,665	741
1975 1st quarter r	5,828	2,145	797	838	382	833	671	184
2nd quarter r	5,580	2,036	769	769	424	752	627	170
3rd quarter r	6,141	2,181	1,029	796	470	858	633	185
4th quarter r	6,456	2,435	947	800	479	831	734	202
1975 October r	2,136	799	289	257	157	313	254	63
November r	2,125	808	325	260	153	241	236	75
December p	2,195	829	333	283	169	277	243	64
Percentage change 4th quarter on previous quarter	+5	+11	−8	+½	+2	−3	+16	+9

¶ See Note 1(b) r Revised estimates p Provisional estimates

clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(g) Invisible trade (services and other current transactions) covers the following items: Government services and transfer payments; all other services including sea and air transport, travel, and insurance, banking and other financial transactions; overseas income in the form of interest, profits and dividends; and private transfers. The monthly figures are inevitably less precise than those for visible trade for several reasons: the data are not available on a monthly basis (some are reported quarterly, others less frequently) and the figures are, therefore, essentially projections based on past trends though subject to modification for special factors (eg timing of quarterly EEC contributions and receipts) which affect the trend; revisions, affecting particularly gross credits and debits, but often the balance as well, are more frequent; and the gross figures themselves include a number of items which are appropriately recorded as the net profit or surplus arising on the transactions.

1(h) Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (Table 12) accounts for almost all the trade in Fuels, Section 3 of SITC(R) which is included in Tables 5 and 8. Import figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases, etc.).

The figures of value and tonnage of crude oil imports in Table 12 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the Fuels totals in Tables 5 and 8. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

The average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

1(i) Unit value and volume indices. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of 26 May 1971. An article was published in *Trade and Industry* on 11 October 1973 introducing the series of import and export unit value and volume indices with 1970 = 100. The purpose of the index numbers is to measure the changes in price and volume of our imports and exports. Index numbers can be constructed in various ways, and the series used here are of the fixed base type. Thus, the unit value indices

TABLE 10 Imports: volume indices
Overseas Trade Statistics basis

Seasonally adjusted values — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles and other transport equipment	Other
Weights	1,000	227	105	427	151	60	216	229	166	133	33	63
1974	133.4	99	106	129	93	151	147	189	188	188	192	191
1975 p	124.5	99	91	113	79	119	135	175	174	166	199	179
1975 1st quarter	124.2	94	92	117	84	119	138	181	182	177	205	177
2nd quarter	119.7	91	86	110	78	108	132	175	173	164	208	179
3rd quarter	125.7	104	91	109	74	116	132	169	166	155	197	177
4th quarter p	128.2	107	93	117	79	134	139	177	175	169	187	183
1975 October r	127.7	116	97	113	78	123	134	171	168	159	181	179
November r	129.3	99	89	121	74	147	147	174	172	173	184	178
December p	127.7	105	92	118	85	133	136	186	184	176	197	191
Percentage change, 4th quarter on previous quarter	+2	+2½	+2	+7	+6	+16½	+5½	+4½	+5½	+9	−5	+3

p Provisional estimates r Revised estimates

TABLE 11 Imports: unit value indices
Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles and other transport equipment	Other
1974	210.3	193	468	190	208	207	172	152	147	143	163	164
1975 p	237.2	220	536	201	216	235	181	190	185	182	197	204
1975 1st quarter	230.1	218	509	200	217	240	177	174	168	164	183	191
2nd quarter	231.9	219	506	198	213	236	177	186	181	179	191	197
3rd quarter	237.6	217	536	200	213	230	182	196	192	189	204	207
4th quarter p	249.5	223	591	206	222	234	187	205	199	197	210	220
1975 October	245.6	222	564	205	220	233	188	204	199	196	212	216
November r	249.3	222	592	206	221	236	187	205	198	195	210	223
December p	253.7	226	618	207	224	233	188	206	201	199	207	221
Percentage change 4th quarter on previous quarter	+5	+3	+10½	+3	+4	+1½	+3	+4½	+3½	+4	+2½	+6

p Provisional estimates r Revised estimates

measure changes in 'price' of a fixed selection of trade headings (although in practice it is not specific prices which are measured but the average price of all the varying transactions taking place each month in the selected headings, reflecting different kinds of goods covered by each heading and different markets or sources of supply). Correspondingly, the volume indices measure, for the same selection of trade headings, what the change in the value of trade would be assuming no changes in the prices charged from those in the base year. Because the indices are base weighted, they do not take account of the changes in the pattern of trade since the base year, and consequently their product does not precisely account for the change in the value of trade expressed as an index. In practice, though, since the composition of trade changes little between consecutive months, the product of the changes in the indices will often approximate to the change in the value of trade between one month and the next. A full methodological article about the 1970-based series of indices was published in the April 1970 issue of *Economic Trends*. Adjustments have been made to the import volume index to include North Sea oil production installations, however no changes have been made to the base-weighted unit value index.

1(j) Definition of areas. The areas used in Tables 4 and 9 of this article are defined in *Trade and Industry*, 20 February 1975.

1(k) Revisions to seasonally adjusted figures. The usual end year adjustments have been made to some of the 1975 seasonally adjusted monthly values on an Overseas Trade Statistics basis to bring the total of the individual months into line with the cumulative recorded total for the year.

2. Overseas Trade Statistics

Detailed particulars of United Kingdom imports and exports for December with cumulative totals will be published on 28 January* and further analysis of the figures will be found in Tables 122 to 140 in the *Monthly Digest* for January†, due to be published in the second week of February.

* Overseas Trade Statistics of the United Kingdom, published by HMSO, price £3.50 (Annual subscription £45.96).

† Monthly Digest of Statistics, published by HMSO, price £1.20 (Annual subscription including Supplement of Definitions and postage £16.38).

TABLE 12 Trade in petroleum and petroleum products¶ On a Balance of Payments basis (Division 33 of SITC(R))

Seasonally adjusted

	Balance of visible trade	Imports				Exports	
		Total	Crude oil			Rest of Division 33	Total
	£ million fob	£ million fob	£ million fob	Million tons	Average value per ton £ fob	£ million fob	£ million fob
1973	−941	1,281	941	111.5	8.4	340	340
1974	−3,423	4,119	3,342	109.4	30.6	777	696
1975 p	−3,122	3,851	3,080	86.4	35.7	771	729
1973 1st quarter	−181	239	167	24.3	7.0	72	59
2nd quarter	−219	279	205	28.0	7.4	74	58
3rd quarter	−239	342	238	30.1	8.0	104	103
4th quarter	−301	421	331	29.3	11.3	91	120
1974 1st quarter	−736	873	709	28.6	24.8	164	137
2nd quarter	−888	1,091	900	28.2	32.0	190	203
3rd quarter	−880	1,062	853	25.9	32.9	208	182
4th quarter	−919	1,094	879	26.4	33.4	215	175
1975 1st quarter r	−775	953	761	22.4	34.2	192	177
2nd quarter r	−688	843	698	20.8	33.7	145	155
3rd quarter r	−781	970	794	22.4	35.5	176	189
4th quarter p	−878	1,085	827	20.8	39.5	258	207
1975 October r	−283	364	293	7.8	37.5	71	81
November r	−275	344	249	6.2	40.0	96	69
December p	−320	377	286	6.8	41.8	91	57
Percentage change 4th quarter on previous quarter		+12	+4	−7	+11	+47	+9½

p Provisional estimates r Revised estimates ¶ See Note 1(h)

TABLE 13 Derivation of the balance of payments

£ million

	EXPORTS				IMPORTS				
	Recorded	Seasonally adjusted*			Recorded	Seasonally adjusted*			
	Overseas Trade statistics basis (fob)	Overseas Trade statistics basis (fob)	Coverage adjustments	Balance of payments basis (fob)	Overseas Trade statistics basis (cif)	Overseas Trade statistics basis (cif)	Adjustments to BOP basis: Valuation adjustments	Adjustments to BOP basis: Coverage adjustments	Balance of payments basis (fob)
1973	12,454	12,454	−683	11,771	15,840	15,840	−1,376	−398	14,066
1974	16,494	16,494	−608	15,886	23,117	23,117	−1,652	−344	21,120
1975 p	19,770	19,770	−988	18,783	24,005	24,005	−1,605	−406	21,994
1973 1st quarter	2,828	2,820	−151	2,669	3,569	3,362	−308	−56	2,998
2nd quarter	3,075	3,008	−176	2,831	3,722	3,665	−329	−117	3,219
3rd quarter	3,056	3,229	−157	3,072	3,940	4,142	−353	−134	3,655
4th quarter	3,496	3,397	−199	3,199	4,623	4,671	−386	−91	4,194
1974 1st quarter	3,583	3,614	−124	3,490	5,332	5,272	−429	−81	4,762
2nd quarter	4,199	4,116	−119	3,996	5,995	5,905	−425	−148	5,332
3rd quarter	4,216	4,419	−188	4,231	5,762	5,911	−402	−79	5,430
4th quarter	4,496	4,346	−178	4,169	6,028	6,029	−396	−36	5,596
1975 1st quarter r	4,559	4,754	−220	4,534	5,807	5,828	−380	−54	5,395
2nd quarter r	4,916	4,703	−239	4,464	5,814	5,580	−383	−55	5,142
3rd quarter r	4,747	4,882	−240	4,642	5,991	6,141	−415	−118	5,607
4th quarter p	5,557	5,431	−288	5,143	6,434	6,456	−427	−179	5,851
July r	1,774	1,632	−68	1,564	2,188	2,031	−136	+32	1,926
August r	1,375	1,576	−84	1,492	1,876	2,082	−136	−71	1,875
September r	1,615	1,674	−88	1,586	1,980	2,028	−143	−79	1,806
October r	1,982	1,840	−101	1,739	2,317	2,136	−154	−22	1,961
November r	1,684	1,730	−93	1,637	2,008	2,125	−137	−64	1,924
December p	1,891	1,861	−94	1,767	2,109	2,195	−136	−93	1,966
Percentage change 4th quarter on previous quarter	+17	+11		+11	+7½	+5			+4½

* Components and totals are rounded independently. p Provisional estimates r Revised estimates

Wholesale price indices in December 1975

Output prices

The provisional price index for the output of manufactured products rose by 1¼ per cent in December to 201.4 (1970 = 100). Half of this increase was attributable to sharp rises in the prices of petroleum products. The rate of inflation in the fourth quarter of 1975, 14 per cent at an annual rate, was slightly higher than that in the third quarter.

The increase in the provisional price index for manufactured goods other than food, drink and tobacco in December was also limited to 1¼ per cent despite the higher prices for petroleum products. The increase measured over a calendar quarter declined throughout 1975, ending in a rise of 3¼ per cent in the fourth quarter.

No other individual sector of industry made a significant contribution to the increase in the index. All the indices for the individual sectors showed increases of less than 1 per cent in December. The increases in the fourth quarter of 1975 declined uniformly for all sectors of industry from those in the third quarter of 1975. The largest increase, 3 per cent on provisional figures, was for the products of the engineering and allied industries.

TABLE 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		1974	1975				1974	1975							
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Dec.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov. p	Dec. p
Orders III to XIX	Materials and fuel purchased by manufacturing industry	222.1	220.9	225.6	239.3	255.5	222.5	226.2	227.7	233.2	241.4	243.2	251.7 p	256.1	258.6
	†Materials	228.2	225.9	228.7	243.4	260.7	228.3	228.8	230.6	236.6	245.7	247.7	256.6 p	261.5	264.1
	Coal (except for carbonising), gas and electricity	164.2	173.3	195.8	200.5	205.2	166.2	200.9	200.9	200.9	200.3	200.3	204.4	205.3	205.9
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries:	237.3	237.3	244.3	255.4	269.7	236.7	245.6	247.5	252.4	256.7	257.1	267.6 p	269.3	272.2
	†Materials	247.7	246.5	251.3	263.3	278.9	246.7	252.0	254.2	259.8	264.8	265.2	276.6 p	278.4	281.6
	Materials and fuels purchased by Selected Broad Sectors of Industry:														
211 to 229	Food manufacturing industries	187.1	186.7	187.7	205.2	225.2	189.7	186.7	187.5	193.7	208.2	213.6	217.3	228.0	230.2
211 to 229 (excludiing MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	181.1	184.1	186.5	202.8	223.8	183.9	185.5	186.3	191.9	205.6	210.7	214.5	227.0	230.0
Order V	Chemicals and allied industries	227.3	230.9	233.5	241.0	250.6	227.8	234.2	234.4	237.7	242.2	243.2	248.5 p	249.2	254.2
311 and 312	Steel industries	200.4	210.7	225.9	230.6	237.8	203.0	226.5	227.3	230.0	230.4	231.4	234.8	237.1	241.6
Order VII (excluding MLH 342)	Mechanical engineering industries	184.0	197.6	206.1	211.4	217.1	183.9	206.4	207.8	210.1	212.0	212.2	214.5	217.4	219.4
Order IX	Electrical engineering industries	163.9	171.0	176.5	182.6	186.9	163.4	176.9	176.9	179.8	184.1	183.9	185.3	187.1	188.4
361	Electrical machinery industry	173.7	184.4	191.6	196.7	201.6	173.2	192.0	192.6	194.5	197.7	197.9	199.6	201.7	203.4
Order XIII	Textile industries	186.4	189.4	198.6	204.0	214.6	187.2	200.9	201.1	202.1	204.2	205.7	210.1	213.7	220.1
Order XV	Clothing and footwear industries	174.7	176.1	179.4	184.7	189.2	175.0	179.6	181.0	183.0	185.0	186.2	187.7	189.5	190.5
Order XVII	Timber industries	217.0	217.4	217.2	217.0	219.4	216.5	217.4	216.7	216.5	217.0	217.4	218.9	219.4	219.8
481 to 484	Paper industries	215.3	231.8	240.1	243.5	248.3	218.0	240.4	243.4	242.4	244.5	243.7	246.7	247.7	250.5
Order XX	Construction materials	183.9	194.7	203.4	209.5	214.5	185.8	203.6	204.9	206.7	210.2	211.6	213.1	215.1	215.3
Part of Order XX	House building materials	186.9	196.5	205.0	211.2	216.5	188.8	205.5	205.9	208.0	211.8	213.8	215.3	217.1	217.1

† Includes crude oil and coal for carbonising.

Notes on wholesale price indices

1 Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry* of 13 June 1975.

2 The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

3 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by broad sectors of industry.

4 Firm indices, at all levels of aggregation, include imputation for items for which there is no current price information. Provisional indices at high levels of aggregation, Table 1 and Table 2, also include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

5 Revisions to firm index numbers will only be published if the revised indices are significantly different. These revisions will only be notified in the full version of the wholesale price index articles, ie those published in April, August and December of each year.

6 **Correspondence about wholesale price index numbers should be addressed to Statistics Division 4, Room 610, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Telephone inquiries for price index numbers should be made to 01-215 3549 (engineering), 5216 (chemicals, steel, building materials, etc.), 3548 (textiles, clothing, timber, paper, etc.), 3173 (imported commodities), 3544 Tables 1 and 2 indices.**

CHART 1 (LOG SCALE)

MANUFACTURING INDUSTRY
(other than food, drink & tobacco)
the latest two months are provisional

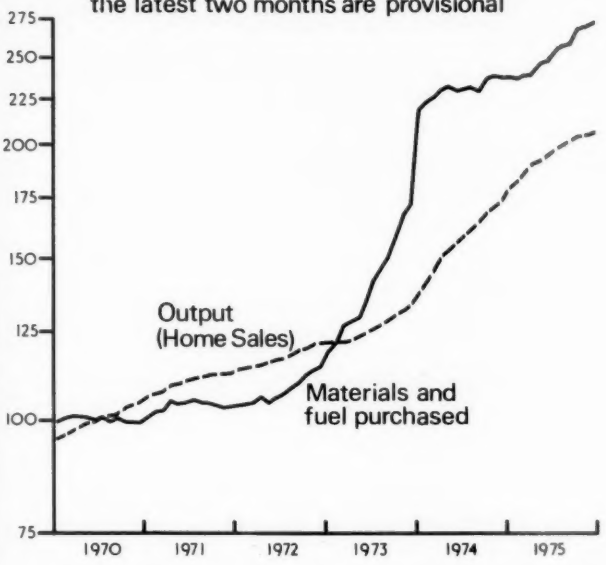


CHART 2 (LOG SCALE)

FOOD MANUFACTURING INDUSTRY
the latest two months are provisional

In the food sector, the rise of nearly 1¾ per cent to 211.6 in December, on provisional figures, reflected higher prices for bread and further seasonal increases in a wide range of other products. The index for manufactured food, excluding animal and poultry foods, continued the growth of recent months and was 18 per cent higher than in December 1974. By contrast the index for animal and poultry foods has risen by only 2 per cent in the year, with more than half the increase taking place in December.

Input prices

The index for materials and fuel purchased by manufacturing industry rose by 1 per cent to 258.6 in December. This index has risen by 6¼ per cent in the last quarter of 1975.

The recent surge in the prices of raw materials purchased by manufacturing industry eased in December with a rise of 1 per cent. A small rise in the price of electricity was responsible for the increase of ¼ per cent in the index for coal, gas and electricity.

The increase of 1¼ per cent in the index for materials purchased by manufacturing industry other than the food, drink and tobacco industries in December was due to higher prices for a wide range of imported goods. The renewed depreciation of sterling against the dollar was responsible for a rise in the price of crude oil which was the most significant contribution to the increase in the index.

There has been a wide variation in recent months in the rate of increase of the indices for materials and fuel purchased by individual sectors of industry. The sharpest rise, 3 per cent in December con-

TABLE 2 Price index numbers of output (home sales)

1970 = 100

1968 SIC		1974	1975				1974	1975							
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Dec.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov. p	Dec. p
Orders III to XIX	Output of Manufactured Products	164.9	176.0	186.3	193.4	199.1	167.6	187.3	189.0	191.7	193.5	194.9	197.0	198.8	201.4
Orders IV to XIX	Products of manufacturing industry other than food, drink and tobacco manufacturing industries	170.9	182.8	192.1	199.1	205.3	173.5	192.0	193.8	197.1	199.3	201.0	203.4	205.0	207.6
	Output of Selected Broad Sectors of Industry:														
211 to 229	Products of the food manufacturing industries	178.0	192.5	197.4	201.3	208.0	182.6	197.5	199.1	200.1	201.6	202.1	204.3	208.2	211.6
211 to 229 (excluding MLH 219)	Products of the food manufacturing industries (excluding animal and poultry foods)	174.3	190.7	198.7	203.0	208.3	178.9	198.8	200.7	201.9	203.6	203.5	204.5	208.4	212.0
Order V	Chemicals and allied industries	167.3	177.4	186.2	192.8	198.2	169.7	186.8	187.1	190.8	192.8	194.9	196.8	197.9	199.8
311 and 312	Steel industries	189.5	220.3	227.6	227.8	231.0	190.1	227.7	227.5	227.2	227.9	228.2	229.2	231.5	232.2
Orders VII to XII	Engineering and allied industries	165.7	177.2	187.6	195.3	201.8	168.3	187.4	189.6	193.2	195.7	197.0	200.3	202.0	203.0
Order VII (excluding MLH 342)	Mechanical engineering	168.2	182.2	193.0	202.1	209.1	170.9	193.0	194.7	199.3	202.4	204.5	207.4	209.2	210.6
Order IX	Electrical engineering	153.2	161.2	170.9	177.2	183.7	155.1	171.4	173.2	174.4	176.8	180.5	182.2	184.0	185.0
Order XIII	Textile industries	170.1	172.9	175.7	180.7	185.1	170.5	175.8	177.0	179.3	180.8	182.1	183.8	185.0	186.5
Order XV	Clothing and footwear industries	150.0	156.8	160.9	166.0	170.4	151.0	161.2	162.5	164.6	165.3	168.1	169.2	170.4	171.5
Order XVII	Timber industries	187.2	194.8	201.7	207.9	210.8	188.5	201.8	202.6	205.8	208.2	209.9	210.4	210.7	211.2
481 to 484	Paper industries	194.4	209.4	218.6	227.2	233.9	197.0	218.2	220.6	223.4	226.9	231.3	232.9	233.9	234.8
Order XX	New construction‡	200	210	220	227 p				220			227 p			

‡ Index of building costs relate to average for the quarter (*Department of Environment*).

tributing to an increase of 7 per cent for the last quarter of 1975, was in the textile industry. Rapidly increasing prices for mohair and higher prices for cotton and wool made the major contribution.

The higher prices of petroleum products, particularly liquid fuel, were reflected in many indices. The indices for the chemicals and allied industries and the steel industries showed the largest rise. Both these indices rose by 2 per cent in December, contributing to an increase of 4½ per cent in the last quarter of 1975. The food manufacturing industries and the paper industries were also significantly affected by the higher cost of fuel.

Despite higher fuel costs the increase in the index for materials and fuel purchased by the food manufacturing industries moderated to 1 per cent in December. Higher prices for home-landed fish, home produced meat and potatoes were partially offset by lower prices for bacon factory pigs and imported cereals.

The indices for most other sectors of industry continued to rise by less than 1 per cent per month in December.

TABLE 3(a) Commodities produced in the United Kingdom (as published monthly)

1970=100

1968 SIC		1974	1975			
		Nov.	Aug.	Sept.	Oct.	Nov. p
101	Coal	233.2	301.4	301.4	307.0	307.0
102/1	Coated limestone roadstone	197.8	247.2	247.3	253.7	254.0
103	Sand and gravel – ex pit or works	152.8	190.4	190.4	195.5	197.3
240	Tobacco	115.6	153.4	154.4	154.4	154.9
262	Motor spirit, Two star (including duty)	148.2	172.4	172.4	172.4	172.4
	Medium fuel oil (950 secs – including duty)ø	250.9	294.0	294.0	294.0	294.0
	Derv fuel (including duty)ø	142.6	147.7	147.7	147.7	147.7
263	Lubricating oils and greases	194.4	205.8	206.4	204.6	206.2
271	General chemicals	170.4	208.7	209.0	211.5	213.6
272	Phamaceutical preparations	137.7	169.8	172.0	172.6	174.2
273	Toilet preparations	145.0	171.3	172.2	173.2	173.4
274	Paint	179.6	204.5	208.3	211.4	211.4
276/1	Synthetic resins and plastics materials	172.8	181.5	182.5	187.5	188.2
279/3	Explosives, fireworks, etc.	166.8	208.0	227.1	231.5	234.0
311/2	Uncoated steel sheets (other than stainless and electrical sheets)	184.1	201.7	201.7	201.8	201.9
	Tinplate	198.6	215.3	215.3	215.8	217.6
	Finished steel (other than sheets, tinplate, forgings and castings)	191.4	234.3	234.4	235.1	238.4
	Steel sheet piling	193.3	241.1	241.1	241.2	241.4
	Heavy steel bars and sections	194.5	241.2	241.2	241.3	241.8
	Light re-rolled bars and sections	198.6	230.0	230.0	230.9	236.1
312	Steel tubes – other than electric conduit tubes	199.7	250.2	250.3	250.3	250.3
313/2 and 313/4	Iron castings	190.8	237.5	239.6	241.2	245.5
313/4	Cast and spun iron pipes and fittings	193.8	252.9	252.9	252.9	252.9
321	Aluminium: Rolled	157.0	173.2	173.2	173.2	173.2
	Extruded and drawn aluminium products – other than wire	156.4	172.0	172.0	172.0	175.8
	Aluminium: Castings	180.5	195.3	195.3	197.5	200.1
	Aluminium: Forgings	150.0	179.8	179.8	179.8	179.8
322	Brass ingots	139.1	120.7	120.9	120.0	119.8
331	Agricultural machinery	174.8	207.3	211.9	213.6	215.6
332	Metal-working machine tools	184.5	220.9	225.2	229.4 p	230.8
333	Pumps, valves, compressors, fluid power equipmen	167.8	205.0	209.0	210.0	211.6
336	Construction and earth moving equipment	164.4	193.9	196.0	202.7	207.1
368	Domestic electrical appliances	139.7	161.8	164.0	167.7 p	165.2
390	Engineers' cutting tools: non-diamond	146.5	169.7	169.7	177.5	182.9
	Hacksaw blades	148.3	163.7	163.7	163.7	167.9
	Engineers' cutting tools: diamond	134.5	149.7	149.7	154.0	155.7
	Engineers' cutting tools	145.8	168.1	168.1	175.2	180.3
391	Hand tools and implements	177.2	209.1	215.1	215.1	217.9
392	Cutlery and tableware	161.2	191.1	195.9	196.2	196.7
411	Man-made fibres production	154.0	160.4	160.7	161.4	162.3
412, 414/5 and 415	All spun man-made fibres yarns	167.7	172.6	172.9	174.2	175.0
412	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	187.8	187.1	187.8	189.6	190.3
413	Woven cotton cloth in the loomstate	198.0	188.6	188.7	189.4	190.5
	Man-made fibres fabrics in the loomstate	188.2	197.3	200.5	204.1	204.1
414/2	Yarns of wool spun on the worsted system	180.9	194.3	195.2	196.5	201.5
417	Hosiery and other knitted goods	147.1	155.0	155.8	155.5	156.1
419	Carpets and rugs	160.9	179.6	181.7	189.0	190.1
431/1	Leather for footwear	153.4	161.2	164.1	164.1	167.1
441/449	Made-up clothing	148.0	161.6	164.7	166.0	167.4
450	Footwear – including rubber footwear	157.0	174.5	176.6	177.8	178.0
461/1	Refractory goods including bricks	173.7	218.5	221.7	222.5	222.9
461/2	Non-refractory goods, including building bricks	178.0	215.8	222.7	223.2	223.3
	Engineering bricks – *delivered*	216.5	240.4	246.7	247.0	247.0
463/1	Flat glass (including safety and silvered glass)	154.3	206.8	208.0	208.0	214.6
463/2	Glass containers	174.4	209.8	210.1	218.6	218.6
464	Cement – *delivered in bulk*	163.0	210.1	210.1	213.1	228.7
471/1	Homegrown hardwood – sawn	223.0	223.2	223.1	225.4	226.9
471/2	Building joinery	205.3	230.9	233.3	233.3	233.3
472	Domestic furniture	164.4	190.3	192.7	193.7	194.7
473	Bedding, etc.	181.0	206.0	206.7	207.0	210.1
481	Paper and board	194.3	223.4	224.6	226.4	226.5
	Printings and writings (excluding newsprint)	189.5	215.4	217.0	217.0	217.0
482/1	Cardboard boxes, cartons and fibreboard packing cases	191.6	222.5	232.9	236.0	236.8
483	Manufactured stationery	191.8	225.5	227.5	227.0	232.7
484/1	Wallpaper	187.7	222.7	225.1	225.1	225.1
491/1	Rubber tyres and tubes	166.5	184.3	185.2	185.5	185.5
492	Linoleum and felt base	154.7	192.4	194.4	194.4	194.4

ø Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons of exclusive of rebates.
p = provisional.

TABLE 3 (b) Commodities wholly or mainly imported into the United Kingdom

1970 = 100

	1974	1975			
	Dec.	Sept.	Oct.	Nov.	Dec.
Hides and skins	134.1	163.4	169.9	197.0 p	209.4 p
Non ferrous metals:					
Aluminium, virgin ingot delivered	144.4	154.8	154.8	154.8	162.0
Copper‡	94.0	98.4	96.9	97.4	96.5
Lead‡	180.9	136.4	132.1	129.6	129.9
Nickel refined delivered§	147.5	171.2	193.2	195.9	198.8
Tin, ingot min. 99.75%‡	201.2	204.8	201.2	199.6	199.5
Zinc‡	270.1	281.6	278.4	279.3	275.1
Zinc§	281.4	281.4	291.6	304.8	304.8
Natural rubber	136.4	174.0	173.8 p	174.4 p	186.9 p

	1974	1975			
	Dec.	Sept.	Oct.	Nov.	Dec.
Sulphur, crude cif (for acid making)	168.6	256.3	256.3	256.3	256.3
Textiles:					
Cotton, raw	174.1	215.3	218.7	219.5	233.0
Wool, raw	189.4	207.5	215.7	223.7	233.5 p
Timber:					
Imported hardwood (ex-yard or wharf)	231.8	231.7	235.0	239.8	241.9 p
Imported plywood (delivered to consumers)	229.9	217.7	217.7	218.2	218.6 p
Imported softwood (delivered to consumers)	250.1	233.1	232.7	231.0	230.0 p
Woodpulp, imported	243.5	288.8	295.6	297.1	299.8 p

‡ LME settlement price. § Producer's price. p = provisional.

TABLE 5 United Nations index numbers of world export prices(1)

1963 = 100

	Primary commodities									Primary commodities and non-ferrous metals (2)		
	Total			Agricultural non-food			Non-ferrous metals					
	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies
1973 1st quarter	156	181	144	153	177	141	174	201	161	157	182	145
2nd quarter	175	194	155	171	189	151	206	228	182	177	196	156
3rd quarter	199	225	169	203	229	172	242	273	205	202	228	171
4th quarter	221	260	197	208	245	185	267	314	238	225	265	200
1974 1st quarter	289	354	267	226	278	209	299	367	277	290	356	269
2nd quarter	292	341	260	225	263	200	342	399	304	296	346	263
3rd quarter	295	351	268	218	260	198	258	308	235	292	348	265
4th quarter	303	364	273	206	248	185	225	270	202	297	357	267
1975 1st quarter	293	343	252	197	231	170	220	258	195	287	336	247
2nd quarter	288	347	248	199	240	172	216	260	186	282	340	243
3rd quarter	284	373	262	185	244	171	204	268	188	277	365	256
4th quarter (3)	*292*	*400*	*270*	*181*	*248*	*168*	*198*	*272*	*183*	*284*	*390*	*263*
October (3)	*291*	*396*	*268*	*182*	*248*	*168*	*199*	*271*	*183*	*284*	*386*	*262*
November (3)	*291*	*398*	*269*	*182*	*249*	*168*	*199*	*272*	*184*	*284*	*388*	*262*
December (3)	*293*	*406*	*273*	*180*	*249*	*168*	*196*	*272*	*183*	*286*	*396*	*266*

(1) Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates. (2) This combined index is not published as such by the UN. (3) Projections by Department of Industry shown in italics.

The index numbers of wholesale prices relating to 1970 = 100 supersede those previously published on the base 1963 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Department of Industry published indices relating to materials used in broad sectors of industry on the base 1963 = 100 until December 1975.

For users of these 1963 based index numbers who wish to continue the series in this way multiplication factors linking the series are provided in the accompanying table.

Price index numbers of materials purchased

MULTIPLICATION FACTORS

1968 SIC		
Orders III to XIX	Materials and fuel purchased by manufacturing industry:	1.31576
	†Materials	1.32339
	Coal (except for carbonising), gas and electricity	1.32732
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	1.35606
	†Materials	1.37364
211 to 229	Food manufacturing industries	1.24721
Order V	Chemicals and allied industries	1.23096
311 to 312	Steel industries	1.26420
Order VII (excluding MLH 342)	Mechanical engineering industries	1.36623
Order IX	Electrical engineering industries	1.53977
361	Electrical machinery industry	1.47664
Order XIII	Textile industries	1.13729
Order XV	Clothing and footwear industries	1.21860
Order XVII	Timber industries	1.34561
481 to 484	Paper industries	1.32202
Order XX	Construction materials	1.31840
Part of Order XX	House building materials	1.32716

† Includes crude oil and coal for carbonising.

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PQ 217 Cocoa, chocolate and sugar confectionery for third quarter 1975
PQ 279.6 Surgical bandages for third quarter 1975
PQ 331 Agricultural machinery (except tractors) for second quarter 1975
PQ 333.1 Pumps for third quarter 1975
PQ 332 Copper, brass and other copper alloys for third quarter 1975
PQ 336 Construction and earth moving equipment for third quarter 1975
PQ 417.2 Warp knitting for third quarter 1975
PQ 462 Pottery for third quarter 1975
PQ 493 Brushes and brooms for third quarter 1975
PQ 1005 Office equipment for second quarter 1975

1972 Report on the Census of Production (price including postage shown in brackets)

Annual

PA 103 Chalk, clay, sand and gravel extraction (76½p)
PA 212 Bread and flour confectionery (60½p)
PA 219 Animal and poultry foods (60½p)
PA 240 Tobacco (60½p)
PA 262 Mineral oil refining (60½p)
PA 263 Lubricating oils and greases (60½p)
PA 271.1 Inorganic chemicals (60½p)
PA 271.3 Miscellaneous chemicals (56½p)
PA 276 Synthetic resins and plastics materials and synthetic rubber (60½p)
PA 279.7 Photographic chemical materials (60½p)
PA 313 Iron castings, etc. (60½p)
PA 339.3 Refrigerating machinery, space-heating, ventilating and air-conditioning equipment (76½p)
PA 341 Industrial (including process) plant and steelwork (76½p)
PA 353 Surgical instruments and appliances (56½p)
PA 365 Gramophone records and tape recordings
Broadcast receiving and sound reproducing equipment (85p)
PA 368 Electrical appliances primarily for domestic use (60½p)
PA 369 Electrical equipment for motor vehicles, cycles and aircraft
Primary and secondary batteries
Electric lamps, electric light fittings wiring accessories, etc. (85p)
PA 370 Shipbuilding and marine engineering (76½p)
PA 380 Wheeled tractor manufacturing (60½p)
PA 381 Motor vehicle manufacturing
Trailers, caravans and freight containers (85p)
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SD 3 Durable goods shops for November 1975
SD 4 Miscellaneous non-food shops for November 1975
SD 5 Catering trades for November 1975
SD 6 Instalment credit business of finance houses for November 1975

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Business Monitors in the Production series and Miscellaneous series, and certain Monitors (Nos. SD 1 to SD 9) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. The annual Monitors are individually priced, and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Annual Census of Production Reports (the PA series of Monitors), and the 1971 Census of Distribution Reports (which are being published as Monitors SD 10 to SD 23, though not all are yet available) can be obtained on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 16 January 1976.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Bawdy Adventures Of Tom Jones	BR/E 38420/17/1/81	93	15 January	Cinema International Corporation (UK)	Chromebridge Ltd.
Movietone News 2432	BR/E 38340/17/1/81	8	16 January	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Conversation Piece	EC 38419/17/1/81	119	15 January	Fox Rank Distributors Ltd.	Rusconi Film SpA, Rome and Gaumont International SARL, Paris
			FOREIGN		
The Magic Flute	F 38418	133	15 January	Gala Film Distributors Ltd.	Sveriges Radio AB, Stockholm
Shivers	F 38421	87	16 January	Target International Pictures Ltd.	Cinepix Inc., Montreal
Cannibal Girls	F 38422	82	16 January	Target International Pictures Ltd.	Cinepix Inc., Montreal

Amendments to the Register

The title of the film 'The Sexplorer' (BR/E 39003/17/5/80), registered on 15 May 1975, has been amended to 'Diary of a Space Virgin'.
The title of the film 'Take This My Body' (EC 37778/10/11/79), registered on 6 November 1974, has been amended to 'Love Slave Of The Islands'.

Note

The playing time of the film 'A Story Of Tutankhamun', registered on 22 December 1975, should have read 48 minutes.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	28 Nov. 1975
Balance of payments:	
current account (M)	This week
trends in invisible transactions (Q)	17 Oct. 1975
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	9 Jan. 1976
Catering trades turnover (M)	16 Jan. 1976
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	2 Jan. 1976
Companies:	
acquisitions and mergers (Q)	21 Nov. 1975
insolvencies (Q)	31 Oct. 1975
liquidity (Q)	12 Dec. 1975
new registrations:	
Gt. Britain (M)	19 Dec. 1975
N. Ireland (M)	9 Jan. 1976
rate of return on capital	24 Oct. 1975
Construction work overseas (A)	17 Oct. 1975
EEC economic indicators	9 Jan. 1976
Energy trends (M)	9 Jan. 1976
Engineering industries: sales and orders (M)	2 Jan. 1976
Film industry	
British Film Fund Agency returns (M)	16 Jan. 1976
cinema admissions and takings (M)	9 Jan. 1976
overseas payments and earnings (A)	8 Aug. 1975
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	10 Oct. 1975
household consumption (Q)	16 Jan. 1976
Footwear industry: production, orders and deliveries (M)	19 Dec. 1975
Foreign exchange: official reserves (M)	16 Jan. 1976
Foreign trade: industrial countries' production and trade (Q)	9 Jan. 1976
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	16 Jan. 1976
Industrial production:	
index numbers (M)	2 Jan. 1976
N. Ireland index (M)	24 Oct. 1975
Wales	16 Jan. 1976
Insolvencies in England and Wales (Q)	31 Oct. 1975
Insurance companies: investments and assets (A)	22 Aug. 1975
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	9 Jan. 1976
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Man-made fibres:	
deliveries (Q)	21 Nov. 1975
production (M)	12 Dec. 1975
production: quarterly analysis (Q)	21 Nov. 1975
Metal working machine tools: sales and orders (M)	19 Dec. 1975
Motor industry:	
car and commercial vehicle production (M)	2 Jan. 1976
estimated figures (M)	16 Jan. 1976
motor trade turnover (Q)	21 Nov. 1975
Office development permits (Q)	21 Nov. 1975
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
analysis of trends (Q)	5 Dec. 1975
(*see also* Balance of payments)	
Pension funds: investments and assets (A)	22 Aug. 1975
Regional selective assistance (M)	This week
Retail prices index (M)	This week
Retail trades:	
sales (M)	16 Jan. 1976
provisional figures (M)	This week
sales, N. Ireland (M)	28 Nov. 1975
stocks (M)	This week
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	2 Jan. 1976
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	9 Jan. 1976
manufacturers' stocks: monthly estimates (M)	9 Jan. 1976
retail (M)	28 Nov. 1975
Television: overseas payments and earnings (A)	8 Aug. 1975
Textiles:	
activity in the industry (Q)	16 Jan. 1976
carpet sales (M)	19 Dec. 1975
cotton industry production (M)	2 Jan. 1976
hosiery production (M)	19 Dec. 1975
made-up clothing: orders and deliveries (M)	This week
wholesale houses' sales (M)	2 Jan. 1976
wool exports (Q)	28 Nov. 1975
wool output (M)	2 Jan. 1976
Tourism:	
foreign visitor arrivals (M)	31 Oct. 1975
overseas travel and tourism (Q)	This week
Wholesale prices:	
average prices of selected commodities (A)	13 June 1975
index numbers (M)	This week

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	3 Oct. 1975
Customs notices of interest to exporters	16 Jan. 1976
ECGD local offices	16 Jan. 1976
Guide to Departments	21 Nov. 1975
Official Receivers' offices	16 Jan. 1976
Programme of trade promotions	16 Jan. 1976
Release dates of economic statistics	2 Jan. 1976

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Government Sales

Ministry of Defence

31 January 1976 Furniture and general stores

Location: RAF Lindholme, nr. Doncaster (on A614 Bawtry to Thorne Road)

Auctioneers: Bartle and Son (Dept. L), 52 Merrion Street, Leeds LS2 8JH (tel. 0532 450898)

Solid oak and pine furniture from officers' and airmen's quarters mostly lotted as single pieces or in small quantities and include dining suites, three piece suites, occasional dining, card, side, etc., tables, dining, bedroom, fireside and easy chairs, writing bureaux, bookcases, dressing tables, chests of drawers, beds and carpets. A few lots of Argosy aircraft spares and ground handling equipment.

4 and 5 February 1976 Miscellaneous stores

Location: City Auction Galleries, Kinterbury House, St. Andrew's Cross, Plymouth

Auctioneers: Woolland Son and Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ (tel. 0752 69292)

A large collection of stores which are lying in various depots and establishments in the West Country. Greatcoats, raincoats including 14,000 DB blue gaberdine, jackets, trousers, blouses, jerseys, pullovers, underwear, shirts, overalls, kit bags, suitcases, blankets, mattresses and covers, ankle, flying and knee boots and shoes, hammocks, groundsheets, white helmets, mittens, bedspreads, sheets, mixed and woollen rags, tentage. Wooden and steel furnishings including desks, tables including 6 ft 6 in mahogany dining, bureaux, bookcases, stacking chairs and others, settees, writing tables, bedsteads, lockers, wardrobes, dressing chests, linen baskets, brushes. Hard furnishings – contents of 21 married quarters. Kitchen china and glassware, carpets, tea urns, aluminium ware, watches, Smiths Astral second and other clocks, binoculars, telescopes, microscope, theodolite, barographs, cameras, photographic equipment, projectors, kettles, cutlery, lamps, convector heaters, sewing machines, test meters and test sets, charging sets, gauges, tools. Electrical spares, portable drills, paint sprayers, scrap tyres. Ball and roller bearings, pull lifts, lifting jacks, winches, buckets, scrap metal, vices, copper tubing, chain block and tackle, hoses, cycles, Coventry Climax 4 cylinder diesel and petrol engines, double decker buses, Thornycroft recovery vehicle, fork lift truck, Austin van and many other items of interest.

10 February 1976 Miscellaneous stores

Location: Ordnance Storage and Disposal Depot, RAOC, Ruddington, Notts

Auctioneers: Arnold and Son (Dept. L), 13 Market Place, Burton-on-Trent, Staffs DE14 1HD

A large quantity of stores including MT, electrical and electronic spares and equipment; aircraft components and ground equipment; household and office furniture and effects; scrap textiles and rags, metals, wooden and metal boxes; tyres; engineering tools and equipment; machine tools; binoculars, cameras, photographic paper, etc.; batteries; industrial tractors, trailers, vehicles including minibuses, vans, etc., and numerous other items.

Catalogues for the above sales which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Wembley Auction Sales 1975/76

3 February 1976

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Division Store India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
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Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439 1 Victogia Street, London SW1H 0ET.

Export publicity for industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr T. Cooban, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

East Midland: Mr P. T. Brazier, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW (Tel: 46121 – Telex 37572).

Eastern: Mr A. A. McLoughlin, Block D, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (Tel: 58911 – Telex 81187).

London & South Eastern*: Mr R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 848216).

South Western: Mr W. J. D. Irving, MVO, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr H. V. Tillotson, MVO, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, New St. Andrew's House, St. James Centre, Edinburgh EH1 3TD (Tel: 031-556 8400).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr. E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-938 2345 ext. 271 – Telex 915444).

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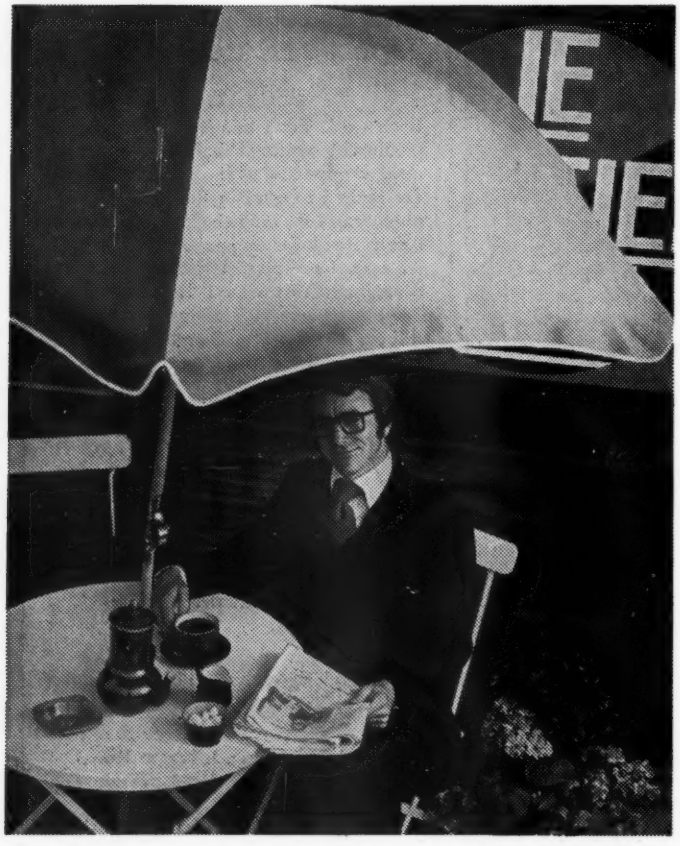

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